CORN TRADE MEMORIES ~ ~

RECENT & REMOTE

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CENTURIES ~ ~ ~

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BROOMHALL & HUBBACK ~ ~

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CORN TRADE MEMORIES

RECENT AND REMOTE

BY

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FOREWORD.

WITHIN the period of one lifetime the grain trade of Britain has undergone such vital changes that our predecessors would be quite at a loss if it were possible for them to revisit Brunswick Street. They might, indeed, be interested to note, superficially, the new developments, but it would be merely as spectators. Modern conditions of trade would not suit those who were successful in their own day. It may be that some sort of pen portraits of these forbears of ours, combined with a great variety of personal records right down to the present day will prove interesting to many an active trader. He may like to know something of the upbringing of former days, contrasted with more recent methods; something about places of residence at successive periods and general surroundings may bring in an anecdote or two, so often revealing character —the real man.

Those early traders had their own problems to solve, in the days before telegraph cables did so much to equalise opportunities or to neutralise them. Their immediate successors had a new outlook, a speeding up in all directions;

the circumstances produced modes of thought which they could profitably translate into action. Presently they envisaged trading for future delivery, but it took some experience, not always pleasant, before scientific principles were recognised in this branch of the Liverpool Grain Trade. This publication does not profess to be an Operator's Guide, it has no such exalted aim, so we must refrain from too much specialising and from moralising. Of the past and present frequenters of familiar scenes, we have collected many examples, especially of those men who have endeavoured to further the interests of Liverpool trade in any of its branches.

As one who stands at middle distance between our early predecessors and the active traders of the present day, I can perhaps usefully, at any rate, gladly, add a few words of my own.

I had good times at business, as well as bad patches, but all that was finished twenty years ago. I had had the privilege of acting as President of the Corn Trade Association, of representing it on the Mersey Dock Board, and on the Liverpool Chamber of Commerce. My experiences of 1883 *in aiding the establishment of the Clearing House, enabled me to repeat the process at Buenos Aires in* 1908. *Some sort of knowledge of crop-reporting gave me the*

opportunity of making many journeys in Russia, Argentina and other countries, on an almost continuous mission, full of interest and demanding constant vigilance. When the War put an end to these excursions I found a congenial task in Rome, and eleven years were spent as Technical Adviser on Statistics at the International Institute of Agriculture. My personal duties there ended in 1927 ; *I still hold the post of Honorary Adviser to the Institute in Rome in relation to the same subjects. I believe that I am now* (1930) *the Senior ex-President of the Corn Trade Association, and the Senior ex-member of the Mersey Docks and Harbour Board, where my term of office was from* 1888 *to* 1892. *I see no reason for offering any opinion on the advantages or drawbacks of Seniority.*

We have been favoured by a distinguished present member of the firm of Ross T. Smyth & Co., with the details of trading results in the early days of his firm ; other interesting records of their nineteenth century experiences have given special prominence to the notes, from the pen of a former partner in this firm, which has long held the leading position in the trade.

We are indebted to many present members of the Corn Trade, and to relatives of their predecessors for their courtesy in providing us with

essential information, from different points of view.

The contributors of these particulars have rendered the undertaking possible, but there are, unavoidably, gaps in these sketchy annals, which extend over a century.

I should like to acknowledge, especially, the help afforded by Mr. Henry Peet, F.S.A., formerly Churchwarden of the Parish of Liverpool. He has placed at my disposal his authoritative volumes of annals connected with the official position of his predecessors of the 18*th and* 19*th century. Members of the Liverpool Corn Trade in the early nineteenth century were as active in the discharge of public duties as are their successors of to-day.*

Sir James Picton's "Memorials of Liverpool" have cleared up many references otherwise obscure, in relation to personages and to localities.

The aggregate number of references concerning members of the Grain and Milling trades exceeds five hundred.

JOHN H. HUBBACK.

INTRODUCTION.

(18th CENTURY LIVERPOOL CORN TRADERS.)

OUTSIDE of London and two or three other towns which were local centres in medieval times, very little trades' organisation can be traced in England until the nineteenth century. The Corn Trade in Liverpool was no exception, we hear nothing of Guilds or any provision for joint action until about 1850; *the annals of earlier periods are, therefore, chiefly records concerning individuals or firms engaged in the trade, whether as Corn Merchants and Brokers, or as Millers and Flour traders.*

According to Gore's Directory for 1796, *there were many people engaged in the Corn Trade, designated as Corn Merchants. We may remark that this Directory began its career in* 1766, *but it was not until about thirty years later that the names of specialising traders appear regularly. In the earliest annals the individuals or firms were mentioned as "merchants" only. So that we have no way of identifying these names with the Corn Trade. In the Directory for* 1796 *about sixty Corn*

Merchants, Flour Dealers and Millers are registered. Only three of their names survived in the Corn Trade until the twentieth century, Makin, Mather and Segar, and none of these is now among the list of members of the Liverpool Corn Trade Association. It is therefore probable that research at earlier dates would lead to no very interesting results. A few well-known Liverpool names of families appear in these 18th century pages. We find a Samuel Whitley, of the firm of Clegg & Whitley, with a "Compting House," at 5 Wapping, and residing at No. 1 Pothouse Lane, Duke Street, very conveniently for the office. In Pothouse Lane, the pottery kiln provided the name originally; a later brewery continued to make the title more or less appropriate.

William Hargreaves was a Miller on the North Shore, the connection of business and locality remains familiar. A John Caton was a Flour Dealer in Hackins Hey; most of us can remember Dr. Caton as Lord Mayor in the same neighbourhood; Smith & Snape, at 38 Cornhill, South Dock, afford the only mention of a Corn Hill in 1796. As regards locality of the Countinghouse or Compting House, two neighbourhoods seem to have been attractive, one centering on the Old Dock

(Canning Place now) and the other in Whitechapel and the Haymarket. Hardly more than one was in Brunswick Street, completed only in 1790, *and so in its first youth. Just two or three Corn traders were in the Goree. Sometimes a Flour warehouse was in Church Street. Favourite residences were in Mount Pleasant, Ranelagh, sometimes called Mount Pleasant Street, in Prussia Street, in Seel Street where lived the Robert Makin of that day, and in Hunter Street, Byrom Street, where one Halsal Segar resided. Bold Street comes in once or twice as "off Hanover Street," and Lord Street too as a residence. The idea of Bold Street being an offshoot of Hanover Street is archaic, to say the least.*

Richmond Row (do we all know where it is ?) was evidently a new erection, one George Christie lived in Thurlow Street, off Richmond Row. Thurlow had only just become famous as Lord Chancellor. Of the six or eight millers appearing as such in 1796, *the headquarters were in diverse directions, Shaw's Brow, Copperas Hill, St. James', Bevington Bush, besides the North Shore already cited, and John Yates' "Folly Mill," in the neighbourhood of Islington. Possibly there was more than one which merited this title in* 1796, *as doubtless has been the case*

in later times. The patronymics of Willacy and Winstanley belonged to a long history in Liverpool Milling.

It may be of interest to state that the firm of T. & W. Earle & Co. appear in the 1796 *Directory with offices at* 35 *Fleet Street, and residences in Hanover Street.*

Among the short list of Bankers are Arthur Heywood, Sons & Company.

The Story of the Corn Exchange.

From the Liverpool Corn Exchange Directory, published by Eckersley in 1895-6, we find that Brunswick Street was first opened in 1790, taking off a corner of the Old Theatre in Entwistle Street, which we know as Drury Lane. Fenwick Street was planned by Sir Edward More, fully a century earlier.

As was customary in many towns, the Corn Market of early Liverpool days was held in an open space. This appears to have been located in front of the Town Hall. Many of us can remember the Cotton Market being conducted on the Exchange Flags, at the rear of the Town Hall.

Probably weather conditions prompted removal under cover in both cases, but the Corn Trade had a long start in getting a refuge. It was in May, 1806, that a meeting of the Trade decided on building. Mr. Thomas Booth was Chairman, at Lillyman's Hotel, in Castle Street, where is now the Bank of England. One hundred shares of £100 each were soon taken up, and the site fixed for the Corn Exchange was where the present main entrance in Brunswick Street now stands. The original Committee of Management comprised the well-known names of Robert Makin and James Cropper ; George

Marsden was President, James Galen, Vice-President.

In 1808 the first Corn Exchange was opened for business, approximately on the site now occupied by its successor, but entered on a level with the street, where according to an old print much of the grain business continued to be transacted.

We find that in 1820, the market days were Tuesday and Saturday, and from 11 till 1. The Exchange was in the hands of a body of proprietors, with elected officers as follows :

Edward Crudgington, Chairman ; office, 2 Harrington Street ; residence, 69 Rodney Street ; Robert Greenham, Junior, Deputy Chairman, of the firm of Greenham & Molyneux, office in Murray Place, Nova Scotia. Robert Greenham was elected a member of the Select Vestry of Liverpool in 1827, having been pronounced " duly qualified as a substantial householder," residing then at 10 Beau Street. He came from Dublin to settle in Liverpool ; his grandson of the same name was long engaged in the cotton trade.

The Treasurer of the Corn Exchange in 1820 was David Hodgson.

When we come to the erection of the new building in 1853-54, it is recorded that the opening ceremony was conducted by William Lowe, whose firm has lasted for more than a century, still William Lowe & Sons.

In 1854, the present Exchange was completed as to its Brunswick Street exterior, but subsequent requirements rendered further interior extensions necessary.

The proprietary shares were originally issued to members of the Corn Trade, but in the course of years, by sale or by inheritance, they passed into the hands of owners, of whom only some were connected, even indirectly, with Brunswick Street. Access has always been free in market hours, it was often stated that no restrictions could legally be made, as the Corn Market had been originally open to the public. The chief revenue was from the rent of the stands, with some supplement from office premises. For many years an extensive trade was done with millers and dealers in wheat ready for delivery, as well as in flour and in feeding stuffs, oil cake and such like. Forwarding agents and sack-dealers have also held stands from early days in the Corn Exchange. But in no case had the holding of shares and of stands any sort of connection.

The number of millers from outside Liverpool, who came to buy their wheat here was a very large one in the sixties to the eighties : and included men from quite distant parts of the country. It should be realised that there were no steamers carrying large cargoes of wheat from abroad, the cargo trade was all done by sailing ships. Also there were very

few steamers from America or elsewhere to ports other than London, Liverpool, Bristol or Hull; these ports were supplied with foreign wheat either in steamers or sailing ships of 2,000 tons or less in 1875 or thereabouts. The few steamers of larger tonnage were Mail boats and did not carry grain. Tramp steamers were unknown until they began in the Black Sea trade. The position was, therefore, that cargoes of wheat by sailing-ship were the only available supply for the smaller ports of the United Kingdom, unless the local miller came to London or Liverpool for his requirements. As the sailing cargoes were then chiefly Californian or Australian, the larger ports named had a practical monopoly of American descriptions. Hence it was that millers from Cork, Belfast, Dublin, Waterford, Londonderry, South Wales, Cornwall, and Scotland came to the Liverpool Corn Exchange to meet their confrères from Newcastle, Sunderland, Carlisle, the West and North Riding, all parts of the Midlands, even into Bedfordshire and Oxfordshire. Not all of these were regular attendants at the Corn Exchange, but they, for the most part, were well-known customers for Liverpool importers of wheat. For American Maize the same sort of thing prevailed. Re-exports to all the Irish ports, including Tralee, Youghal, New Ross, Wicklow and so on,

were on a considerable scale. Only in later years of the century did Liverpool millers capture much of the Irish Flour importing trade, and then they had to fight hard for it against cargoes of Californian and transshipments of American and Canadian from Glasgow or Liverpool.

William Livingstone, of Westport, his sons and successors, were often to be seen at one time or another on the Corn Exchange. Alexander Bannatyne and Edmund Bannatyne did a large business in Liverpool, though their purchases generally took the form of cargoes ; wheat or maize.

One remembers William Livingstone, the father of G. R. Livingstone, as a white-haired upstanding man of dignified presence, and Alexander Bannatyne, as a well-dressed and affable Irishman, accustomed evidently to dealing with all classes of people, decidedly short-sighted and making play with his eyeglasses. Mr. Andrews, of Comber, has his successors, some of whom take part in the government of Northern Ireland. It was not easy to get Mr. Andrews satisfied as to quality, a very keen buyer in those days. Michael Kelly, of Dundalk, was a large man with considerable beard and whiskers, he did a good trade with Liverpool for many years, but without much success in his latter days. At one time he was often to be seen on the

market. George Knox Gilliland was of a much later period, a frequent visitor towards the end of the last century, a very keen buyer. He and Colonel Montgomery were cousins, but they did not get on well together. G. K. Gilliland had an active milling trade in the North of Ireland, with a country house on Lough Foyle, below Londonderry. He was one who much regretted the changes in Ireland, at least the form which they ultimately took. "We are all Irishmen together," he used to say, thus shewing his wish to make Ireland one nation.

J. W. McMullen, of Cork, long ago came occasionally to Liverpool, a very sterling character, he lived to a great age, the mills being worked by his sons and grandsons. The Comerfords of Wicklow had their relatives settled in Liverpool in the firm of J. & M. Harnett; first Edward Comerford, while Alexander was still at the family mill and was to be seen on the Corn Market now and then.

Edward Comerford did not live very long, and then Alexander took his brother's place in Harnett's firm. Probably Alexander Comerford was as good a judge of a horse as anyone in Brunswick Street, not excepting E. J. Thornewill. Another, good at horses too, was J. T. Davies, at one time quite interested in the grain trade, though always chiefly in bacon, cheese and hams, at his ware-

house in North John Street; long ago this disappeared. J. T. Davies was considered a rich man as things went in the seventies, and had Major Platt's large house at Llanfairfechan for some years. Later he lived in London to look after various financial enterprises, which did not favour him always. For some time he was the owner of the Cobden Mill, at Wrexham, having bought the concern quite cheaply, but really to get a friend out of the entanglement of running the mill when he was out of health. Even in those far-off days the situation of the Cobden Mill at Wrexham seemed rather out of place. Dependent on railway access only for foreign supply, and without much home-grown wheat in the neighbourhood, it is not surprising that, at last, the mill has been closed. The principles of Richard Cobden are out-of-date so completely.

William Johnson, of the Dee Mills, at Chester Bridge, was another character study. A largely built man, who had become an important personage in Chester, he served as Alderman and Mayor. He had worked up on his own account, to get an interest in one of the mills, which had been all in the Wiseman's hands. He lived latterly at Broughton Hall. He was at the market regularly, having customers in all the district, and Workhouse and Asylum contracts to look after.

Sir Thomas Frost was another very regular visitor; he used to go round all the stands with wheat samples on them, accompanied by his brother, Meadows Frost, and later by his nephew of the same name. He held a leading position at Chester, having been Mayor and always a benefactor to the City with which his firm was so closely identified; the Mill on the Canal had been enlarged before that at Ellesmere Port was built. Ellesmere Port quickly took up an important role in Flour Milling after the completion of the Ship Canal.

A number of North Wales, Cheshire, and Shropshire millers were grinding wheat forty or fifty years ago, mostly on quite a small scale, such were S. T. Reeves, of Erbistock Mill, Colemere, of Ellesmere, Thomas Bather, of Oswestry, Frederick Price, of Gresford, Edward Embry, of Welshpool, and a number of others, who regularly appeared at Liverpool Corn Exchange.

The larger proportion of these country mills were windmills, up to 1870 or thereabouts. Few, if any, are now making flour, hence they are not represented in Liverpool market now-a-days. At that time, Robert Baxendell had a mill in Manchester, but his son, Walter Baxendell, built the Bee Mills in Liverpool. Not much was seen of Manchester firms, until the opening of the Canal, but John Wedd had

been a standholder for many years ; Edward Collins was a Manchester miller, as was also Arthur McDougall (McDougall Brothers), the Nelstrops of Stockport have been represented in three generations, without much change in the type of hard-headed business man. Samuel Fitton, of Macclesfield, was not long in amassing a sufficiency, and retiring from the milling trade. James Fairclough, of Warrington, cannot be forgotten by those who knew him at all. His hard work and ability were accompanied by a hilarious eccentricity all through. When he handed over a well-established trade to John Fairclough and his other sons, he amused himself with a poultry farm, still coming to the Corn Exchange frequently, certainly not less eccentric in his talk. John Fairclough was of a steady business character, good to talk to, and very hard-working. Colonel Dutton Fairclough is now the chairman of the Company. The Ainscoughs, Hugh and Richard, were well-known figures of thoroughly Lancashire connection for generations past. Then from Preston there was in former days a good attendance ; John Pritt who would sit for half-an-hour on an unoccupied stand opposite (generally Robert Woodward's) before he would make an offer for wheat at Fleetwood that he certainly wanted. James Briggs, with his stoop for close inspection of a sam-

ple, and before them John Rawsthorne, a real North Lancashire countryman.

Still from Lancashire, there were the family of John Greenwood & Sons, again three generations are remembered from Robinson Greenwood onwards. They were all of them pleasant company, but it was not easy to do business, they were so well supplied, without reference to market samples. In the firm of Greenwood & Co., of Bacup, we had a miller who knew his business very thoroughly, an adept at estimating percentages of yield, and an important personage too, at home, as Mayor of Bacup, his enjoyment of a joke about his duties was evident.

Three generations of Applebys have been also frequenters of the Corn Exchange, they too had their share of distinctions; Arthur, a county cricketer, Edgar, a man of great local influence, and a good business man too, quite the equal of his father, the builder-up of their trade.

Walmsley & Smith, of Lancaster, and then of Barrow-in-Furness, were well known and active men. Mr. Smith was returned to Parliament, and was a useful member, though not for long. He was quite a familiar figure on the market, with large spectacles and dark hair, plenty of it until he took off his hat, when it was discovered that he was bald.

Their mills were bought by Edward Hutchinson's firm.

Crabtree and Jackson, of Bolton, were to be found at Manchester on Thursdays, but it was generally John or Tom Jackson who came to Liverpool Corn Exchange. All three men were thoroughly Lancashire, in bluff speech, in characteristic appearance. Crabtree was a small man, with thin features and pale complexion; John Jackson florid, muscular, jocose and demonstrative, characteristics shared in some degree by Tom.

James Birch, of Sefton, always had some original way of getting to business, some story of the farmer where he bought the Oats that he was sure would be so satisfactory for the particular horses. A sterling character, having a long family connection with his locality, and proud of his ancestry in the agricultural line.

Watson, Todd & Co. kept up their attendance at the Corn Exchange long after most of the Midland millers had ceased to come. The low Bristol railway rates had diverted their attention from Liverpool. James Watson was a very important looking personage, and a keen miller. They took much pains to introduce bulk waggons for their grain transport, but found that these waggons always got blocked somewhere, and

were of not much use, in consequence of the railway officials' attitude towards them .

Many distinguished people have paid visits to the Liverpool Corn Exchange. Some were on the look-out for votes at the Parliamentary Elections. Such was Lord Sandon, who stood with Samuel Robert Graves and won. He was a delicate-looking man even then, and retired from the House of Commons before he succeeded his father as Lord Harrowby. We cannot place another Liverpool member, William Rathbone, quite in the same category, for he was completely identified with the Corn Trade as a partner in Ross T. Smyth & Co. ; Lord Balfour, then Mr. Balfour, came round once to be introduced by Colonel Robert Montgomery, then President of the Association. Mr. Balfour took Montgomery's arm. I thought that they made rather a distinguished looking couple.

The visit of Lord Rosebery was perhaps the most interesting of these occurrences. John Barber, then President of the Association, arranged for a special gathering in the Corn Exchange, at which a large number of us were present ; this meeting took place in 1901, more than a quarter of a century ago, and it was only in 1929 that Lord Rosebery passed away. The eloquent tributes to his memory bring into relief his talents and services to the State, he had been a great

Foreign Secretary and Prime Minister at an important juncture.

Thus his accepting an opportunity to come and talk to Corn Traders was an important event. The Editor of the *Observer* had styled him the "Public Orator of the Nation." He preferred to describe himself as "ploughing the lonely furrow" dissociated from party politics. John Barber, in welcoming Lord Rosebery, spoke of his "devotion to agricultural pursuits," for a moment Lord Rosebery did not grasp the connection with the "lonely furrow," but in the next minute was hearty in appreciation of the President's use of his own phrase.

The Former Atlantic Newsroom.

At a time when India Buildings has monopolised the block, it is perhaps not inappropriate to record the place where the earliest Newsroom of the Liverpool Corn Trade was housed. This was at the corner on the North side of Brunswick Street, with a shorter face towards Fenwick Street. Just beyond was the small single office of John and Michael Harnett, a veritable survival even in those early days of an associated trade. From the corner window of the Newsroom it was possible to see the length of Fenwick Street southwards ending at St. George's Church, now for many years past only a memory.

For those members who could afford to spend time in looking out of the window, the view was rather more commanding than is that from the Atlantic of to-day, but the interior of the former News Room was less interesting than its successors. For instance, there was no Ring, it had not occurred to any of those concerned that a " futures " market was a necessary adjunct of the business. Indeed, many of the seniors in the trade would have scouted the very notion. The newspaper stands at intervals in the length of the room, and a table or two with a few periodicals such as the evergreen *Economist* and its com-

peers, were all that the literary tastes and the rate of subscriptions of the members would run to. To be sure, good fires were kept up for most of the year; no central heating was then understood.

Even more important is another change. None of the trade news, statistics or crop reports was posted in that room in the earlier days. Later the London market telegrams and those of the Paris Flour futures were exhibited, and a few members affixed their own private advices on the green board from time to time, though they did not allow that there was any obligation on them to do so.

Subscribers to the Atlantic were not necessarily members of the Corn Trade. Doubtless all of them were more or less interested in what went on, but some had only occasional transactions in Brunswick Street, their real business was elsewhere. For instance, the Greeks had a strong contingent in Liverpool at that time, and some of them made a good deal of use of the Atlantic for a meeting place with their own people. It was a very loosely cemented body of subscribers, that Atlantic Newsroom, without much definite *locus standi* for anyone except perhaps the Secretary, who was the paid official responsible to his Committee. Then there was a Treasurer who, jointly with one of the Committee, signed

the cheques on the Liverpool Union Bank over the way. It was all very simple, but when the time came that control by the Corn Trade Association was imperative, it was found to be exceedingly difficult to get all subscribers to agree, and very troublesome to act effectively so long as some of them stood out. The largest gatherings to be seen in that room were usually at the Auction Sale of the Newspapers for the ensuing year, when Henry H. Golding, who held an Auctioneer's license, wielded the hammer as effectively as if he were selling a sea-damaged wheat cargo, or salvage from a warehouse fire.

Some Corn Trade people were very regular in their coming to the Newsroom, a few were never to be seen there. One could always find Richard Cornelius in or near a particular spot, but Jules Bourgoise very rarely came in ; we are speaking of the hour or so about eleven in the morning ; T. R. Duke was a constant attendant, but William Baker was infrequent.

William Eusebius Henson was always a great authority, laying down the law in his deliberate manner, and usually attracting a concourse when he was in good form. William Bingham would come in, chiefly to stand and read the papers, having the usual difficulty of deciding whether to use his spectacles

or to let them remain across his forehead. Then there were the kindly Irish accents of Sam Glenny, a great frequenter of the Atlantic, a large pleasant-faced man, with white hair. Thomas Leicester too, short, stout, with a broad-brimmed white hat, which tended to cut off his *rapport* with taller men, unless he looked up to them. Sam Blain usually seemed to have some notion that he had left his horse outside and meant to get on its back as soon as possible. Daniel Powell, short-sighted, with an uncertainly-controlled eyeglass, and consequently rather erratic manner. Joe Lowe (Joseph Corbett Lowe) with a genial manner, rather neutralized by his imposing bulk. William John Marrow (of Peter Marrow & Co.), a really keen business man, with a nonchalant pose, very courteous and pleasant to deal with. John Andrew, a genial Scotchman, straightforward and downright in his business, who died early. J. H. Franks always with a cordial greeting, a pale-faced rather large man, who left business with his money made mostly in bran and such like. T. M. Clunie was a great frequenter of the Newsroom, and so was Thomas Kemp, his partner, but he had not so popular a manner as Mr. Clunie.

Edward Drakeford, whose office was just below the Newsroom in Brunswick Street,

was wont to turn into the room, and stand in front of the fire, ready to talk to all and sundry. One seems to remember him with a good deal to say to Denis Daly, in chaff and in mock controversy. Then there was John E. Brown, always ready with his answer, and usually with a very pointed one. And earlier still Charles Campbell, a privileged wit, and a good salesman, when he got business to do; he was fresh complexioned and indeed altogether ruddy, a very pleasant personage to talk to. When he had earned a ten-pound note in a day's brokerage, he was inclined to consider it as a good omen of £3,000 a year, professing to believe that he was going to be equally successful on every business day for a twelve-month.

William Goodwin has left a few notes on his boyish remembrances of visits to Brunswick Street, in company with his father, John Francis Goodwin, between 1854 and 1858.

He mentions the French cannon, one of those captured at Waterloo, in front of Heywood's Bank; it was a central point for a number of the "Old Guard" (of the Corn Trade) to meet and gossip before 'Change. They were courteous, genial men of the old school, with mutton chop whiskers, very well turned out, with top hats, tail coats often closely buttoned, roll collars, fancy waistcoats with conspicuous gold seals, high stocks

and tightly strapped about the legs. They were careful and formal in speech, being mostly people who, long before, had been attracted from other parts of the country, to Liverpool, by the then abounding prosperity of South Lancashire.

The Cental.

When, in 1854, the Association of the Liverpool Corn Trade was founded, one of the primary objects in the programme was that of simplifying methods of business by the adoption of a uniform price basis. The decimal system had many supporters. Up to that time wheat off stands in Liverpool had been sold by the conventional bushel of 70 pounds, while at Chester the bushel was 75 pounds. In North Wales, 168 pounds went to the customary hobbet, at Preston the windle had the merit of antiquity, comprising 220 pounds. It is curiously similar to the pivot of the Latin countries' decimal system, the quintal. The quotations for all varieties of grain included differing measures in many of our markets.

A general meeting of the Corn Trade was held in the Liverpool Corn Exchange on 1st December, 1858, under the Chairmanship of Joseph Hubback, Chairman of the Association of the Liverpool Corn Trade.

It was proposed by Halsall Segar (Vice-Chairman of the Liverpool Association) and seconded by C. C. Broachner of Hull, with the support of John Torr (afterwards M.P. for Liverpool) and carried :—

" That this meeting is of opinion that the

existing variety in the weights and measures used for the sale of grain, flour and meal, in this and other markets throughout the kingdom, forms a serious obstruction to business, and is wholly inconsistent with the spirit of the times."

Moved by William Blain, seconded by George Lowe of Glasgow, and supported by William Brown, M.P. (afterwards Sir William Brown), by D. N. Giannacopulo, Greek Consul, and by Robertson Gladstone, and carried :

" That the proposal of the Association of the Liverpool Corn Trade for the substitution of an uniform weight of 100 lbs. is approved of by this meeting."

Moved by Thomas Rees (R. & T. Woodward & Co.), seconded by Mr. Ewing of Glasgow, and supported by Stephen White (Liverpool miller), by H. C. Chapman, Liverpool, and by James McCann, M.P. for Drogheda, and carried :—

" That this meeting do hereby recommend to the trade in Liverpool and elsewhere throughout the kingdom that from and after 1st February, 1859, the weight of 100 lbs. avoirdupois be adopted and used in all sales of grain, flour and meal."

Moved by J. Crawford of Glasgow, seconded by Stephen Franghiadi (Liverpool), and carried :—

"That the new weight be termed, for the sake of distinction, *the cental.*"

Moved by John Patterson (Liverpool), seconded by David Morton (Liverpool), and carried :—

"That the existing rate of Duty of one shilling per imperial quarter presses unequally on wheat weighing 500 lbs. and oats weighing 300 lbs., and should be replaced by a Duty levied upon weight alone of 2½d. per 100 lbs. on all breadstuffs, beans, etc."

This report of the meeting of 1st December, 1858, is included in a publication entitled "The Liverpool Corn Tables," affording every sort of requisite calculation for transposing prices into a cental basis. Nearly 50,000 figures are brought together in the Corn Tables.

In 1859, the Liverpool Corn Exchange quotations were published in centals throughout the tables, but the opposition arising from the old custom was too solid in the cases of barley, oats, beans and milling products ; also as to maize, at that period.

Only for imported wheat and peas was the cental domiciled, in actual practice. It may be assumed that the trade in imported peas was a very small item ; they had not begun to come from Canada in any quantity ; John Blyth was not yet in the business.

Some twenty-five years later, about the date of the installation of the Futures Market, transactions in spot maize gradually developed on the cental basis, the only one recognised in the Clearing House.

Just in a few of the English-speaking countries, the cental has taken root; it has always been the basis for spot wheat prices in San Francisco and other Pacific Coast markets, where flour is packed into hundred-pound bags and quoted accordingly. In some of the Australian trading centres the practice is similar; in South Africa grain bags contain 200 pounds and flour is sold by the cental. The "short ton" of 2,000 pounds is official in the United States and in Australia.

It seemed to be a pity that, in England, by recent legislation, the line of progress initiated so long ago by the Corn Association should be side-tracked to the hundredweight when the Cental might just as well have been adopted. No one who has had continuous experience of the directness and simplicity of the decimal system respecting weights and prices as practised in Europe and South America can remain satisfied with the extra twelve pounds complication involved by the action of our Ministry of Agriculture.

Another relic of those early attempts in the rationalisation of the Corn Trade, is a pocket

card drawn up most appropriately by Thomas Tipping, sometime keeper of the Liverpool Corn Exchange, and published in 1863 by Thomas Ridyard, General Corn Factor, at Brazilian Buildings, in Drury Lane.

These figures are much less comprehensive than the official "Liverpool Corn Tables," but they show the equivalent in prices: per cental, per pack of 240 pounds, per sack of 280 pounds, per barrel of 196 pounds, calculated from each of these bases for flour and other milling products. Also the cental prices are transformed into the local current quotations, for Chester, North Wales and Preston, as set out earlier in this chapter.

Our statistical tables of to-day demand a far wider scope than Preston or North Wales, but the cental has never become really popular in England, beyond the radius of Liverpool and Manchester.

According to Murray's Oxford Dictionary, the word Cental owes its origin to the Liverpool Corn Trade entirely. No other pedigree is given in the Dictionary.

Extract from *Milling*, June, 1928.

Changes in the Grain Trade.

WHEN FORTUNES COULD BE MADE BY LEISURELY HABITS.

THE TRANSFORMATION CAUSED BY THE TELEGRAPH.

(*By an Old Stager*).

When Emerson was writing his famous essays, immense changes were brooding in the grain trade. "For nonconformity," Emerson said, "the world whips you with its displeasure." A good many people, including some in the grain and flour milling trades, have learnt that lesson. Merchants who resisted changes were simply left behind and millers who were late in adopting the roller-mill system of manufacture lived to rue their lack of enterprise.

I have seen many and vast changes in the grain trade during the last half-century. To go still further back—to the days before the invention of the telegraph, when inland letters were charged at rates that varied with distance, and it cost 10d. to send a letter to the North of Ireland—the corn trade was a much more leisurely affair than it is now. A large part of the business at Liverpool consisted of selling flour exported from Ireland, and I understand the receivers on

this side financed the millers and recouped themselves from the proceeds of the consignments. They charged three per cent. for their trouble and risk, and very often extracted a further two per cent. from the buyers for the privilege of getting the flour. Buying brokers on the Liverpool markets received orders by post, to be executed in the best time and best way possible, and the minimum commission was one per cent., a practice which continued well into my own time.

Only a small quantity of wheat was imported, and it consisted chiefly of soft red winter and Californian wheat, together with Chicago and Milwaukee spring wheat. Right up to the late sixties and seventies the importation of wheat was still in few hands, and there was a good understanding between the firms, so that the market was seldom over-supplied and the trade was one of considerable profit.

An eminent merchant once told me that the dissemination of information had destroyed the old-fashioned merchants' business. He was referring to the time when the merchant had to survey the situation, and make his plans long in advance. As an instance, he said that he was sitting one afternoon in his office, in Valparaiso, when the English mail brought him a copy of *The Times*, a month or six weeks' old, in which he read that the

gold fever had broken out in Australia and that everyone who could leave was off to the diggings. From this he reasoned that the wheat crop of Australia would probably be a small one with a correspondingly high price, and that it would be good business to send a consignment of Chilean wheat to that country. Chance favoured him, for as he was driving home that evening he saw a ship entering the harbour. To see, was to act; he turned his horse's head to the quay, hired a boat, was put on board the vessel, and there and then chartered her at £4 per ton to carry wheat to Melbourne, Adelaide, or Sydney. The cargo was duly shipped, and consigned to friends in Australia by a letter in charge of the captain, with instructions to sell at best and remit the proceeds. Many weeks later the ship returned to Valparaiso with the proceeds in specie, and the profit was 127 per cent.

Before the Atlantic cable was laid, orders had to be sent out by letter, and much had to be left to chance, but, of course, buyers tried to place their orders when they thought prices were more likely to rise than to fall. A broker of my acquaintance told me that he once collected orders from various millers for a total of 50,000 quarters, and sent them out by letter to his shippers in California. When he found on his desk, in Liverpool, the shipper's

advice of shipment, there was a profit of £50,000 on the wheat, the price having advanced exactly 20/- per quarter between the giving of the order and the receipt of the advice of its execution.

The millers used to buy their supplies of wheat ex quay or store—a week or a fortnight's requirements at a time—and the margin expected, and usually obtained, by the merchants was 1/6 per quarter. This, of course, tempted and attracted others to engage in the import trade, but the number did not grow rapidly until the Clearing House was established, eliminating the risks of markets and enabling firms with a small capital to import considerable quantities of grain. Then the margin of profit quickly diminished, until before the war it was cut down to vanishing point.

It was when the Atlantic cable brought our principal source of supply of wheat practically to our doorstep that business was speeded up considerably. The first Future Trading was entirely in Californian wheat and there was always a premium on the forward positions, so that wheat could be carried in store and hedged with a good return on the capital employed. This resulted in the keeping of large stocks in Liverpool warehouses, and continued until some time in 1894, when the premium, which had been declining slow-

ly, entirely disappeared. In October, 1891, the year in which the Russian wheat crop was a partial failure, and exportation was prohibited by Ukase, the price of Futures was about 9/6 and the forward premium was 1d. per 100 lb. per month, but by July, 1894, the price had fallen to 4/0½, and any month could be bought at the same price. The low prices of 1894 must be attributed to three principal causes : (*a*) the introduction of the triple expansion marine engines, which reduced freights ; (*b*) the great extensions of railways in the Argentine, which brought large areas under cultivation, and (*c*) the heavy premium on gold in the Argentine, which gave a very advantageous rate of exchange to exporters.

One of the main causes of change in the methods of the grain trade in the period under review, was the introduction of over-side delivery of bulk grain. This very much reduced the cost of handling, and, if my memory serves me, was intended to benefit principally the Liverpool Grain Storage, Alexandra Granary, but the effect (as often happens) was otherwise. The millers quickly realised that they could save the charges for themselves by buying on a c.i.f. basis and taking delivery into their own barges, which has long become the almost universal practice of the port, and, now the only buyers of

grain ex quay or store are those who cannot get it overside, and the value of the Grain Storage to the wheat trade is largely in connection with the Future Delivery market, as a store for tenderable grades. Without its assistance in this capacity, the Futures trading would be seriously handicapped, and as every trader knows, the existence of the largest Futures market in Europe is of vital importance to the Port of Liverpool.

Turning to the importation of flour in the past 50 years, we find that Californian and Oregon, and Hungarian flours, which used to come to this country in large quantities, have practically disappeared from the market. Spanish and Chilean flours which used to come occasionally have also gone. The Californian and Oregon trade was done in sailing-ship cargoes, and Ireland was a free buyer, until the soft red winter wheat flour from Ohio, Indiana, Illinois and Missouri proved to be better for the household trade, *i.e.*, principally the baking of soda bread. All sacks and bags were weighed and the actual weight invoiced ; the importer expected flour (especially Hungarian and Austrian) to pay the cost of storage by increase in weight.

The flour imported now may be said to be almost exclusively milled in North America, and large quantities of the U.S.A. exportations of spring wheat flour are milled in bond

from Canadian wheat. Canada is certainly the mainstay of the import trade in Springs, but the Canadian miller is now in the grip of the Wheat Pool and cannot make as favourable prices as formerly.

In soft flour, Australia is an important source of supply, but the bakers of Liverpool and district, for some unknown reason, do not seem fully to appreciate the good qualities of this variety, which is coloury, dry and of very good flavour. I deal only with the baking flours, and do not refer to low-grade feeding flours, which are largely supplied by Argentina.

These memories are only fragments in the fifty years under review, but they "make former times shake hands with latter," and thus may perhaps serve a useful and interesting purpose.

Sources of Supply in the Nineteenth Century.

WHEAT SUPPLIES.

A perusal of the Annual Reports of the Association discloses the fact of great and progressive changes in trade methods and aims. We find in the earlier years much about the divergent views of the London Corn Trade from those prevalent in Liverpool as regards the compilation of Standards for a number of descriptions of East Indian wheat. Judged by present-day methods, the controversy now seems to have been without any width of basis. London appears to have taken a great interest in Calcutta wheat of sundry qualities, while Liverpool took the Bombay varieties to be of prime importance. Later, we find both these sorts absent from consideration, and their places taken by White Karachi. This description has held the field for many years in the Indian Wheat trade, which is no longer specified as East Indian. In recent seasons, the trade in Karachi wheat has shrunk to very limited dimensions; quite recently Australian wheat was arriving at Karachi, evidently the food supply of India is not fully assured by home-grown crops, and importation has become necessary. Although in some parts

of India the irrigated area available for wheat growing has increased, and may still augment, it appears to be a general opinion that the growth of population is likely to absorb more grain than is at present cultivated. In really favourable years, India may resume wheat exports, but cannot now be looked upon as a permanent source of supply.

RUSSIAN Wheat was never very freely dealt in on the Liverpool market, though arrivals of this growth were considerable at Bristol, also Hull and other east coast ports, and very large into London, in some seasons. In those days, the quantity of wheat imported by Britain was more than one-half of the world exports; the Russian supply went chiefly to Continental destinations, while Great Britain drew principally on North America.

Many propositions were ventilated for inclusion of Russian wheat among the descriptions tenderable on Liverpool future delivery contracts. The extreme irregularity of type, and the admixture of extraneous matter, presented insuperable difficulties in grading. Very probably the mode of shipment had something to do with the uncertainty of type; the grain comes to port of loading in small craft or lighters, and is all bulked together in the hold of the steamer, irrespective of quality or admixtures. Russian

wheat is, however, not at present available for exportation abroad on any large scale.

We could go further back into the story of the grain and flour trade, when a fairly important part of British supplies came from the Continent of Europe. Danzig and Stettin were wheat exporters in those days, as also Santander and Bilbao, in Spain. Flour was shipped in some quantities from Nantes, milled chiefly near Saumur and Le Mans. In some seasons, Italian wheat was imported into Liverpool from Bari on the Adriatic and wheat also came from Venice and Trieste, both then under Austrian rule.

It may be remembered that when the future delivery market was established in Liverpool, in 1883, the basis of the contract was Californian wheat, then in large and constant supply; it was not until later that American Winter and Spring descriptions were the subject of future delivery trading. At later periods, Plate, Manitoba, and Australian wheats were all successively admitted as tenderable; each admission was the subject of considerable discussion before it was finally sanctioned. The resultant widening of the basis of this contract has caused a great extension of trading.

Another subject mentioned about the beginning of the century in the Annual Report was the project for building a New Corn

Exchange, with suites of up-to-date business offices, on part of the site of the George's Dock, then available. The scheme was negatived at a General Meeting of the Association. It is difficult to know how the status of the Association might have been affected during the War, as owners of a large establishment without any sufficient basis of trade, while the Government was in control of the grain business.

Now-a-days when Argentina figures so largely among wheat exporting countries, it seems curious to note that it was only in the last decade of the 19th century that these exports really became important. Not many years earlier wheat and flour were imported into Buenos Aires from Chile.

MAIZE SUPPLIES.

It appears to have been a result of the Irish Potato famine in 1846 and 1847 that maize began to be imported in quantity into this country. Some trade had been carried on in South European maize previously, but attention was then turned to "American Mixed," which in the course of a few years almost monopolised the demand. The depreciation of United States currency during the Civil War was a considerable factor in increasing these exports. The American maize crop was then much smaller than in

more recent years, yet the proportion exported seldom exceeded 2 per cent., a figure which has not been reached for a number of years past.

Apart from the United States export trade, there were intermittent supplies of maize from the Adriatic ports, both Italian and Hungarian; these descriptions bear a great resemblance to Danubian, which had long been favourably known on British markets, Galatz (or Moldavian) being quite distinct from the Braila (Wallachian) variety. All the Turkish ports were frequently shippers of maize, Salonica, Enos, Rodosto, Varna, Bourgas and Dede Agatch may be especially mentioned; of those now under a different Government, some are occasionally exporters. From Bessarabia large quantities were usually available, and from Poti, a variety resembling American was in favour with buyers when procurable. In those times Egypt was also a considerable exporter of maize, and small quantities came forward from Syrian ports. It was seldom that any of these occasional supplies, except the Bessarabian, had any marked influence on prices, which were regulated by the American and Danubian outlook as a rule.

The risk of heating on the voyage has always been a weighty consideration with maize importers; one that United States sellers

decline to undertake, as they have no very appreciable detriment to face when they dispose of their maize crop internally. At the same time, this firm attitude on the part of United States growers and inspectors has, for many years, curtailed their export trade. Buyers find no such difficulty with Black Sea or Argentine shippers who sell subject to an allowance from contract price on any maize which has become heated on the voyage.

Argentina did not enter the export trade to any appreciable extent until the last years of the nineteenth century, when the expanding demand in Europe for maize, and depreciated currency in South America, rendered the crop a profitable one. The United Kingdom absorbed most of the world's surplus maize, while the supply was in limited compass and the price was low. The era of an immense trade in this article at prices sometimes approximately those of wheat has set in since the war, coinciding with vastly increased requirements of Western Europe.

Maize is grown in many countries, but the areas suitable for this crop are limited to a small percentage of the aggregate surface, excepting in a very few of them. It is stated by experts that minimum temperatures of 70 degrees Fahr. during two months are necessary for making a crop. On the other hand, during almost every stage of

growth, maize suffers severely from unusual heat and drought. It is, therefore, not likely to do well under tropical conditions, while the requirements of continuous warmth already mentioned, prevents any success with maize within the cooler regions of the temperate zone.

In Italy, for example, it is only on low lying flats and sheltered valleys that maize makes a good crop, mostly consumed locally. In the tropical country of Brazil, the maize crop is grown at a considerable elevation above sea level. Almost all the Russian maize fields are within fifty miles of the Black Sea shores.

Probably ideal surroundings are more nearly realised in the States of Iowa and Illinois, and in Argentina, to the westward of Rosario, than in any other part of the world.

In South Africa, maize (mealies) is the staple food of the native races; where the rainfall is timely this crop can be successfully grown at any elevation up to 4,000 feet; over wide areas, however, moisture is deficient, and in other regions, such as the vicinity of Cape Town, the rainy season occurs in the winter, thus barring a maize crop.

The Development of the Milling Industry in England.

A MEMORANDUM BASED ON THE PAPER CONTRIBUTED TO "MILLING" ON 16th June, 1928, by Major Sir F. REYNOLDS, K.B.E.

The advent of Canal communication and the beginnings of steam power, together with the mechanical inventions of the 18th century, led up to a rapid growth of the town population in this country. Until this development occurred, the flour mills, though numerous, remained generally limited in capacity, and were, as from time immemorial, generally situated where the wheat was grown. Increasing demands from urban centres were simultaneous with improvements in the available water power, coupled with the facilities afforded by water transport. Larger and more commodious mills were erected at the new centres of population and were by degrees adapted for steam, while millstones were continuously improved in efficiency.

How immense was the increase in population may be judged from the following data, relating to Lancashire as a whole. In 1700, the population was estimated at 166,000; in 1750 at 297,000; in 1831, the census returns showed 1,336,000; in 1881, 3,454,000; and in 1921, 4,928,000. For convenience

sake, the data have been brought down to the latest census, but the argument is intended to deal mainly with the period between 1831 and 1881 ; in the latter year there were 250 people where half a century earlier there had been one hundred only. The production of wheat in England, though maintained at its highest level until 1868, when 16 million quarters were grown, could no longer furnish food, in anything approaching a sufficiency for the growing population.

The Lancashire data are not paralleled outside of London, but everywhere the urban dwellers had multiplied greatly.

The manufacture of best qualities of flour from a mixture of various descriptions of wheat is a scientific problem, which still engages the energies of milling research. It was not surprising that the English millers of early Victorian times found their task most difficult. Then came, too, the pressure of competition from the Continent and from America ; in both regions the new roller-milling system was coming into play. The whole position of British millers had to be reconsidered.

Millstones could no longer hold the markets, their owners were handicapped. Nor was the adoption of the roller all that had to be faced. Obviously the question of removal of plant from the neighbourhood of wheat growing

counties to the Ports became a burning one about 1880.

The earlier cheapness of water transport had gradually disappeared, as the control of the Canals passed almost entirely into the hands of the railway companies, and the rates became the subject of mutual agreement between those companies. Supplies of wheat from America were almost exclusively destined for a very few ports on this side, and those of flour came to the same markets.

The unrivalled facilities for coastwise trade all round the United Kingdom would be open to all who could establish themselves at these large ports. Though insufficient in itself to keep the mills going the coastwise trade has always been a useful adjunct towards maintaining their full working capacity. Millers had therefore to study the salient points as to this removal to the ports.

The main factors in the case were to be judged by :—

(1.) Access to both home-grown and foreign wheat supplies at the lowest cost of transport and handling.

(2.) The greatest range of distribution throughout the area of greatest consumption.

(3.) The greatest return for the increased accommodation demanded by the New System, and the best opportunities for possible further expansion.

(4.) The best chance of resisting competition with foreign flour.

All these factors pointed clearly to the construction of large mills at the Ports, where these facilities were undoubtedly available. Mills at large inland centres of population would still have their uses, but their radius of distribution must be a limited one.

So completely have these considerations prevailed that the many thousands of small mills formerly scattered over England have declined to a number not exceeding 650, large and small. Of these we find 21 large mills on the Mersey with an aggregate capacity for manufacturing 1,280 sacks (151 tons) of flour per hour, while 267 mills in agricultural counties have a massed capacity of only 1,050 sacks (126 tons) per hour. A considerable percentage of the 650 mills are said to be engaged in commission-grinding, which does not amount to much in the twentieth century.

The preceding note on the development of the Milling industry in England can be very conveniently illustrated by short accounts of those who have carried on this manufacture of flour on Merseyside during the period which is covered by the story of development. The data given in the Directory for 1796 identify some fifteen or twenty mills hereabouts, probably all windmills,

though in some instances water-power was also available. Sir James Picton in "Memorials of Liverpool," mentions that there were "scores of windmills" in the neighbourhood during the 18th century. According to the Directory of 1796, there were already mills on the North Shore worked by a Molyneux and in Regent Road, belonging to a Winstanley; a mill on Shaw's Brow must have been where the Free Library now stands, and there were others in Toxteth Park, then deserving its name; A Willacy had the High Park location, as a tenant of Lord Sefton; Brownlow Hill, Copperas Hill, and in Cheshire, Holt Hill and Higher Bebington, besides Bidston, were made conspicuous by Flour Mills. If it were necessary to keep to hill-tops for milling purposes now-a-days, the cost of transport would be a very serious item.

Half a century later, in 1845, there were thirty mills in Liverpool; doubtless many of them were larger, so as to provide for the wants of an increasing population; seven or eight were steam mills, though the hill-top windmills still seem to have held their own. Since that period the number of flour mills within the Port has declined, but their capacity is vastly greater. Thus the course of events as to the Merseyside Mills had closely followed the general development of the industry. Of the Migration to the Ports, the Mersey has had its full share. A few

individual examples dealing with these older Liverpool mills are inserted along with the stories of those millers of the twentieth century, who have also been prominent in the Corn Trade Association, as well as in public services of so much importance. Millers and traders have been combined in one comprehensive list.

Personal Notes.

AMERICAN WHEAT IN THE SIXTIES.

It was, I think in 1863, that a new ownership of the *Great Eastern* (the third company that had tried its luck) endeavoured to attain commercial success by catering for passengers and cargo between New York and Liverpool. The ship was severely handicapped by the impossibility of getting into dock, and consequently having to load and discharge at anchor. The width across the paddle wheel boxes was 130 feet. The Mersey Dock Board had begun its control by laying down an entrance 100 feet wide, at the Canada Dock, for the *Persia* and *Scotia*, of the Cunard Line, but this width fell far short of the *Great Eastern's* requirements.

Then too, the coal consumption for the two sets of engines (paddle and screw) was so great that the cargo space was quite limited. I believe that the clipper sailing ships of the American type could load more grain than did the *Great Eastern*. The correspondent of our firm once took all the freight room in the great ship, and at 66,000 bushels of Chicago Spring wheat, the holds were filled.

I have no recollection of the rate of freight ; it may have been a high one, but certainly not more than the market figure of the moment.

Our correspondent, already well-to-do, was taking up every United States bond that he could finance, at the great discount caused by the Civil War. He had no occasion to remain in business at all when General Lee had surrendered, and the Civil War was over. The recovery of value in United States Securities was rapid and well-maintained.

It was in 1862 and 1863 that the continuous decline in the value of the dollar culminated in the rate of Exchange rising to over 300, as then reckoned. I well remember an invoice of a wheat shipment showing cost in dollars and then the rate of exchange at 302, which made the United States dollar worth eighteenpence. Exports of all sorts were stimulated by this crisis, but none more than grain and provisions. The New York correspondent certainly doubled his capital by his continuous investments in Government Bonds. We all had to insure against War risks, while the *Alabama* and *Shenondoah* were on their cruises; when the British Government paid $3\frac{1}{2}$ millions sterling to compensate for the depredations of these vessels, it was announced that these War premiums were recoverable, the amount of the award being much in excess of any proved losses by capture. It was soon found, however, that none but United States citizens were entitled to have their claims considered. All Euro-

pean applications were turned down promptly.

In 1865 and 1866 it occurred once or twice that the New York price of wheat was higher than that in Liverpool. Some small parcels of wheat arrived from the United States but not yet landed from the ship, were resold to be sent back to New York undisturbed. In one or two cases, American wheat was taken out of the warehouse and re-shipped. Outward rates of freight happened to be almost nominal at the time.

IRISH TRADE OF LONG AGO.

After the potato famine in Ireland (1846-1848) a number of the Corn Trade people in Liverpool, both Irish and English, worked up a considerable business with traders and millers in Ireland; the business was good during ten or fifteen years in most cases, but it had begun to be less safe soon after 1860, and there were fewer who could command credit among those of the West and South of Ireland. The men already mentioned as coming to the Liverpool Corn Exchange were in a position to pay cash down as a rule, if required, but there were also a good many acceptances of three months' bills, not always redeemed punctually. As was the case at that period in England, small mills were numerous, many in Ireland had been employed for grinding maize in famine

times and found less occupation as the countryside recovered its productive power, and, concurrently, emigration reduced the population. Some of the more enterprising turned to the manufacture of oatmeal as the demand for this article from the increasing number of Lancashire mill hands was very active.

I remember coming back from Manchester Market with fifteen or twenty sales of oatmeal; booked for Bolton, Bacup, Rochdale, Oldham; the Irish millers in County Meath sent it over at once, and nearly all the invoices were settled on the following Thursday at Manchester Corn Exchange. Some of the sellers from the Shannon Valley were very uncertain about the important process of weighing. Critics said that these millers used a piece of stone for balancing, and then guessed at the weight of the stone, but perhaps this was a calumny. Their chief concern was to get the proceeds immediately. The best maize buyers in the sixties were at Sligo, Limerick, Tralee. Galway was not of much use, Westport took cargoes, and the neighbouring excellent harbours had no more traffic than now. It had to be remembered also that there were prejudices against parting with the money to the Saxon, even the Courts might sanction a set-off that would be treated as a very doubtful matter in England.

The narrative applies to the Liverpool Irish trade of half a century ago; all is so much changed.

CONSEQUENTIAL DAMAGE AT SEA.

Twenty-five years have passed since I went to Westport to examine a cargo of Pacific Coast flour on behalf of the consignees. It was swarming with grubs and weevil, in all stages of development. What had caused this catastrophe? The flour bags were in process of discharge into lighters alongside, down Clew Bay some miles from Westport itself. The operation was a leisurely one, and there was time to observe matters. The iron uprights in the hold and between decks were all carefully dunnaged with canvas and all seemed to be in order, until I found that the canvas used was composed of wheat bags, which had seen a good deal of service. Getting some of these empty bags pulled away, the mystery was solved. The stevedores had done their work well in covering the stanchions and uprights, but not well enough, in that they had not examined the material used. I believe that the oversight cost the shipowners £1,800, and further that the consignees spent more than that amount in getting straight with their buyers. The survey was held on a gloriously fine afternoon, and the water round the row-boat which took

us on board, was pellucid. I am quite able to appreciate George Birmingham's setting for his stories. The ship had been about four months on the voyage, from Tacoma, quite an average passage, not more. Nothing unusual had occured on the voyage, except the active development of insect life in the ship's hold.

A case where I acted as surveyor, about 1903, was one of considerable interest at the time. The French *Grande Duchesse Olga*, sailing ship, came into Fleetwood with a cargo of wheat very seriously damaged by weevil, twelve months after leaving Tacoma, on the North Pacific Coast. They had encountered a severe gale in the tropics not long after the start, the main-mast had gone overboard and the ship bore up for Tahiti.

The new mast had to come from New Zealand, so the delay was one of several months. The Captain had noticed weevil in the hold before the accident, and they were in multitudes when they left Tahiti. So that much destruction and damage occurred on the long voyage to Europe. When Captain E. R. Peel and myself went on board we found that the ventilation of the holds had been choked by the emptying of many wheat bags, especially along the wings close to the dunnage boards. There was an entry in the log that bags had been so emptied to make the cargo more compact and seaworthy. The

ship was allowed to leave Fleetwood after good security had been lodged, and action was brought in the Admiralty Court for consequential damages; the Court held the ship liable for the whole of the weevil damage, on the ground that the cutting of bags for stowage was not allowable. Seeing that the length of the voyage was so unusual, it was really clear that much of the weevilling should be attributed to that cause. It would have been easy to refer the case to arbitrators to apportion the real injury caused by impeding ventilation if the voyage had been of ordinary duration, apart from that caused by the sea accident resulting in the long delay; clearly the ship had no responsibility for such sea accidents.

It is often true that foreign Courts of law afford scant justice in cases where British litigants are concerned. Perhaps it may be considered in France that the owners of the *Grande Duchesse Olga* were unduly penalised by the London decision.

RAILWAY RATES FROM LIVERPOOL AND WATER TRANSPORT FACILITIES.

The preference given by the Railway Companies to Bristol Channel Ports as compared with Liverpool has existed for many years on all traffic rates to the Midlands. The distances from Bristol and from Liverpool to

Birmingham are practically the same, while Cardiff is more remote.

Bristol, with Avonmouth Docks, is in effect, the headquarters of the Great Western rail system, and that Company has always fostered the traffic accordingly. Their rates for 10 ton lots of grain or flour were in 1890, 7/2 per ton from Bristol, 11/3 from Liverpool or Birkenhead. The London and North-Western had no traffic from Bristol, but their rate from Cardiff to Bimingham was 8/4, a rate also in operation by the Great Western line, over a greater distance than that from Liverpool or Birkenhead.

The Liverpool Corn Trade Association lodged a complaint in the first instance against the North-Western for undue preference in their Cardiff/Birminhgam rate of 8/4 as already mentioned. The North-Western Company did not contest the undue preference very strongly, but when the cause was given against them by the Railway and Canal Commission Court, they replied by raising their Cardiff rates to 12/6. As this action did not affect the Great Western, who went on carrying at 8/4, the result was not of much use to Liverpool. Consultations then took place as to the next step. It was recognised that the complaint against the Great Western as from Liverpool to the Midlands would be weakened by the fact of their outlay for cross-

river transport to their station at Birkenhead, and as the Midland Railway distance from Liverpool to Birmingham was greater than that from Bristol to Birmingham, it was futile to lodge any complaint against the last-named Company.

By this process of elimination therefore, it became evident that the best cause was that between Birkenhead and Birmingham, as compared with Bristol to Birmingham, the distances being similar and the difference in rates 4/1 per ton. When the Court was opened, Mr. Justice Wills mentioned that he had some interest in Great Western stock, and Mr. A. K. Caröe, who was one of the Managers for the Corn Association, told Counsel that they ought to object. They consulted and decided that it would not do to object to a High Court Judge's hearing the cause on those grounds. Perhaps it would have been better to adopt Mr. Caröe's suggestion, as things turned out. As the hearing proceeded, the plea of Birkenhead was brushed aside by the Railway Company as a subterfuge and their arguments were based on Liverpool trade. However, all the Association asked for was a 7/2 rate from Birkenhead, on a par with Bristol. Means could have been found for sending most of the traffic by Birkenhead, with a favourable rate; of course, the Court knew perfectly well that if the Birkenhead rates were to be

reduced to-day, the Liverpool rate would come down to-morrow. Very conclusive evidence was offered as to the decline of the Liverpool-Birmingham traffic, but the Judge ruled that it was of no value as stated in Sterling, it should have been put before the Court in tons. As the figures covered a period of about fifteen years in several of the witnesses' experience, there was no record of quantities, merely of ledger accounts. A reason for accepting the postponement practically offered by Mr. Justice Wills' Great Western holdings, was the absence of one of the best witnesses. Mr. W. E. Willson, miller of Birmingham, had given excellent evidence in the North Western hearing, but was invalided when the Great Western hearing took place. He was the only Midland Miller who would do anything towards rectifying the undue preference. In the event, the Court decided that the preference of Bristol was justified in the public interest, a point strongly urged by the Bristol witnesses. They insisted that if Bristol were not given a clear advantage over Liverpool, Liverpool would get all the trade, which was contrary to the interests of the public, and that the two avenues should be kept open. It never seemed to occur to the Court that 4/1 per ton was much too heavy a handicap for the purpose merely of securing the interests of the public on which they laid such stress.

Commonsense would have admitted that the interests of the public were best served by rates between the Mersey and the Midlands fixed on a parity with those from other Ports. The decision that costs should all be paid by the Corn Association was considered so unfair that no trader subsequently lodged any complaint with that Court. It was superseded by one that was able to take into account the traders' difficulties, as well as those of the Railway Companies.

It was admitted by the Great Western Company that this traffic for Bristol to Birmingham went by way of Didcot and Oxford, thus adding nearly 50 % to the running distance, as compared with the shortest route.

A good deal was said about the water carriage by way of the Severn Navigation, but it did not appear that this element was of any overwhelming importance as regards Bristol, though a controlling factor from Sharpness and Gloucester.

Since the railway amalgamation, which constituted the L.M.S., this company carries from Bristol as well as from Liverpool, and therefore presents a new angle for complaint of any undue preferences.

After 38 years and so many new factors in the position, possibly this narrative has lost some of its interest, but, on the other hand, a personal record is sometimes of value.

I may be allowed to give, tentatively, some opinion on the results of the Association's want of success in its policy of abolishing undue preferences against Liverpool. The Midland instances were only the most prominent, Liverpool has been handicapped also in comparison with Hull, Goole, Grimsby, Fleetwood, though not so glaringly as with Bristol and Cardiff. It was useless, however, to carry complaints to the constituted tribunals. By degrees the interior mills were reconstructed at the ports, and the Mersey has had its share in the increase of Milling capacity. Another development, more immediate, was the increase of facilities for overside delivery to craft, supplying the smaller ports with their requirements in grain, without incurring the exorbitant rates imposed by the railways' combined action.

Road motors have altered the position which cannot be much better set out than in the following letter of 28th December, 1928, from Mr. J. A. Shone, then President of the Liverpool Corn Trade Association, and now representing it on the Mersey Dock Board.

"With reference to the recent reduction in the rates from Liverpool to the Midlands, this was not due to any concerted action on the part of the Corn Trade Association or the Millers' Association, but was the natural result of the fact that during the last few years the Railway Companies were gradually but

surely losing all their traffic to motors, as the very high railway rates current gave the road users a good chance of undercutting. In addition to this, the local traders, whenever they were approached on any matter by the local railway managers, always made a point of pressing home the grievances they had owing to the preferential rates from the Bristol Channel.

" Unfortunately, however, since the reduction in the rates from Liverpool, the Bristol Corporation who, as you are aware, own the Bristol Docks, and the traders there, have brought great pressure to bear upon the Railway Companies, and the latter have now made a further concession in their rates from the Bristol Channel Ports to the Midlands, so that there is again a preferential rate against Liverpool. The amount, however, is not so large as previously, being only about 2/- per ton instead of 4/-.

" What further action will be taken in the matter as far as the Liverpool interests are concerned, has not been decided."

It is evident that the last word as regards the Birmingham railway rates has yet to be said.

We may contrast the present state of matters with that of 1830 to 1840, when Sir Joshua Walmsley found it useful to station in the Midlands, his junior partner, Robert

Procter, to look after the extended business that the firm had built up in the Birmingham districts. The Canals were then in full possession of the traffic, and were not under the control of Railway Companies, as their lines were still in the making.

Despite the railway control, now so long and firmly established in the cases of many of the Canals, the question of more extensive use of water transport is again coming to the front. The Lord Mayor of Nottingham enlarges in a letter to *The Times*, dated October 10th, 1929, upon the benefit derived from energetic measures in the case of that city. The Trent navigation from Hull has been made practicable at all seasons for hundred-ton barges, and traffic has rapidly developed in consequence. The scale of improvement is, of course, a limited one; hundred-ton barges are only small craft. Inland navigation in France and Germany comprises vessels of vastly greater size.

The question of transport in the populous districts of Britain is one of such importance that it may be of interest to try and take a broad view in relation to it. The time appears to be at hand when all should be considered from the point of view of rationalising. No longer can local or district considerations be allowed to stand in the way of making every form of transport service as widely available as is possible.

Memories of Individuals and Firms.

PHILIP H. ADAMS

Was a member of a family, long and favourably known in the grain trade of Bristol and of London. He came to Liverpool about the year 1879. For a number of years he was an active broker in Brunswick Street, largely in connection with West of England business.

He was always of a sporting turn of mind, but he found the turf by no means profitable, indeed it is said he dropped between twenty and thirty thousand pounds before he learnt much about racing.

Late in life his health failed and he could no longer maintain his personal activities, though his genial address and amiable disposition made him popular on the Newsroom until the end. He lived latterly at Heswall and was more than once seriously incommoded by the heather fires still frequent in some parts owing to the carelessness of excursionists, concerning whom he made lurid comments. He died in 1923.

BALFOUR WILLIAMSON & CO.

The firm was founded in 1851 by Alexander Balfour and Stephen Williamson, operating between Europe and the Chilean

Coast and a large and extensive business was developed. David Duncan (afterwards of Duncan, Fox & Co.) was associated with the firm for some years. Both Mr. Balfour and Mr. Williamson came from Fifeshire. The former is commemorated in Liverpool for his great charitable work by a statue, erected in St. John's Gardens, by public subscription. Mr. Williamson, who took up his residence at Copley, Neston, on his return from Chile, became M.P. for St. Andrew's Burghs and afterwards for the Kilmarnock Burghs. He was a strong Liberal supporter of Mr. Gladstone and much opposed to socialism.

In 1869, Robert Balfour (the late Sir Robert Balfour, Baronet), Alexander Guthrie and Robert Forman established the firm of Balfour, Guthrie & Co. in San Francisco and subsequently branches were opened at Portland (Oregon), Tacoma, Seattle, Los Angeles and Vancouver, where an extensive trade was done in wheat and other Pacific Coast produce with Europe, etc., while a large export trade was done from British and Continental ports.

Alexander Guthrie and Robert Forman were for several years, Directors of the Liverpool Corn Trade Association, in which they took a keen interest. Mr. Guthrie also took a large share in the philanthropic work in

Liverpool until he retired from the firm and removed to Tunbridge Wells, from his previous residence at The Roscote, Heswall.

Thomas J. Whitson, a more recent member of the firm, took an active interest in the Grain Trade, served on the Board for several years and was elected President of the Association in 1915. He retired in 1925, and now lives in Scotland, near his native place.

The head of the firm is now Lord Forres, the eldest son of Stephen Williamson. He sat in the House of Commons as member for Elgin and Nairn, was made a Privy Councillor and raised to the Peerage for his Political and Philanthropic Services. The business of the firm continues active under his management in London, where his eldest son, the Honourable Kenneth S. S. Williamson is also located. His second son, the Honourable Gerald Williamson, is at present in San Francisco with the firm of Balfour Guthrie & Co.

Two other sons of Stephen Williamson are also members of the firm, viz., Alexander B. Williamson, and Harry Williamson.

ROBERT BAXENDELL & SON.

In the case of Robert Baxendell & Son, as in not a few other instances, we can recall memories of three generations. Robert Baxendell was always ready with a pleasant

greeting at Manchester Corn Market of a Thursday in the sixties and seventies. It was only after Walter Baxendell joined his father that they built the Bee Mills at Sandhills Lane, in Liverpool. It is no disparagement to other members of the firm, to recognise in Walter Baxendell an outstanding capacity, not only for business, but for many other attainments. He was a great traveller, and had studied conditions in numerous countries of the world. His son, Eustace Baxendell, was born in 1877, and had an Oxford degree as well as some proficiency in legal studies, before entering the management of the family business.

RICHARD BENNETT

Was a well-known and popular personage on the Corn Exchange during the last twenty years of his life. By sheer ability and perseverance he had worked his way up from small beginnings to the control of an active business as forwarding agent, team-owner and merchandise collector for the London and North-Western Railway. His firm secured a large connection among millers, so much so that when a purchase was made off stands, " Give it to Bennett " was an almost general mandate, in the case of inland mills. Richard Bennett was a short stout man, of an active temperament and very conversational. He

had many favourite pursuits apart from business. He was a great reader, in fact a student, a skilled mechanic, and a lover of his garden and his bees, at Weston House, Halewood. It is perhaps a consequence of his wide interests in life that he never neglected any opportunity of helping forward the progress of Liverpool. He had much skill in publicity methods in his own business, and when the project of establishing the *Corn Trade News* was launched, he was one of the first to realise the prospective benefits to the Liverpool Corn Trade. Afterwards, when temporary difficulties arose, he renewed his efforts vigorously. The Liverpool Corn Trade must have its independent journal; and he lived to see it firmly established with a far wider sphere of action than that of any other grain trade paper in this country, whether past or present.

Lieut.-Colonel P. S. BIDWELL, V.D.

Was a very active Volunteer officer, who did not look the part in any degree unless he was in uniform. The late Lord Sefton, when the Colonel was pointed out to him on the Corn Market was said to have expressed great surprise. Decidedly short-sighted and erratic in his manner, he was a very good sort, and quite realised his drawbacks. He had taken a leading part in the opening days of volunteer-

ing, about 1859, in Liverpool. His business was chiefly in French flour, an article of considerable import trade in those days. He was a strong Roman Catholic, and resided latterly at Kingstown, County Dublin. He was a County Magistrate in Lancashire.

JOHN BINGHAM & CO.

Is a firm founded in 1845 by John Bingham, his brother William joined him a little later. Another brother, David Bingham, took up the agency in New York, and they developed a very considerable American business as importers into the United Kingdom ; the trade was then increasing rapidly, as grain imports from abroad became more necessary. The year 1879, when the wheat crop in England was almost a failure, was, for that reason, particularly profitable for such a business as that of John Bingham & Co.

John Bingham, who came to Liverpool from County Down, in 1841, was a powerfully-built man, with strong face and thick eyebrows. His judgment was sound and practical, but he was not a public speaker.

He did not take any prominent part in the Association's affairs, but was a director of the Royal Insurance Company, the Liverpool Union Bank, the Union Marine Insurance Company, and for 16 years a member of the

Mersey Dock Board, as representative of the Corn Trade. He lived in 1859, in Upper Parliament Street and in 1870, was at Childwall.

He retired from the firm in 1891, residing at that time at Elmhurst, Woolton Road.

William Bingham, after a long partnership with his brothers, John and David, and a shorter term with Samuel Sanday, organised the firm of William Bingham Brothers & Co., about 1880, with another brother, Alexander R. Bingham, as representative in New York, where James Rome also acted for the firm at one time.

William Bingham was Chairman of the Association in 1878, and for many years a director of the North Shore Mill Company; he was also on the Boards of the London and Lancashire Insurance Company, the British & Foreign Marine Insurance Company, and the Liverpool Grain Storage Company. His work on these Boards was always much appreciated. He was also a very good judge of a picture.

William Bingham, after retiring from business, lived on till his 92nd year. We find him at Upper Parliament Street in 1859, in 1870 at Palm Grove, Claughton, and later at Lingdale, Oxton.

He was a tall, thin man, very short-sighted and of an anxious, nervous manner.

Thomas Bingham, a partner in John

Bingham & Company for a number of years, was an active man of business, and was Chairman of the Association in 1879. He was a pleasant-spoken personality, fresh complexion and dark hair. He died before completing his 50 years of life.

T. Martin Bingham continued the business of John Bingham, his father, and was President of the Corn Trade Association in 1910-11, and a very good President too. John Bingham the second is still in the Liverpool trade, but is not often seen in the Newsroom.

Another David Bingham, the son of William Bingham, also took his father's place in that business. He had served as President of the Association in 1896-97, and retired from Brunswick Street shortly after his father's death.

ALEXANDER R. BINGHAM, at the age of 87, is still with us in 1930; he has long been known and addressed as Uncle Alex or as Uncle; his ready wit has made him a favourite with more than one generation of his contemporaries. He has several times been elected as a Director of the Corn Trade Association. He resides at Kingsmead Road, Oxton.

WILLIAM BLAIN & SONS

Under various titles the firm of William Blain & Sons is among the oldest in the

Liverpool Corn Trade, comprising four generations of the family. In the 1821 Directory we find BLAIN & SANDARS, with an office at 21 Brunswick Street. Samuel Blain, the senior partner, lived in Mount Vernon Street. This Charles Sandars was connected at one time with the firm of Sandars & Claxton.

Memory takes us back to the second generation, in the person of William Blain, a large portly man, who still continued the style of dress of the Society of Friends. He was a candidate at the first election of the Mersey Dock Board, in 1858, but was the lowest on the Poll. It has been remarked in connection with that election, that the tallest men headed the list (J. A. Tobin and Joseph Hubback) and some humourist carried the comparison further by noting that the "heaviest was at the end of the list, *vide* Blain." He was a senior member of the Association Committee in 1858. His sons, Samuel and William were active and successful business men, they had a considerable trade in Irish flour for Lancashire buyers at one time. Later, their commission business in wheat cargoes occupied their attention. "Work this year and play next," was William Blain's advice in 1879, a very busy season in Brunswick Street. The next generation, having benefited by the maxim just quoted, seemed more inclined to play.

William Blain just mentioned, lived at

Ashfield, Bromborough, a kindly, hospitable man. He was a director of the Reliance Marine Insurance Company, and of the Grain Storage Company.

JOHN BLYTH

Began as a mill hand; after some years' work came into possession of a small mill at Wavertree, which he utilised for splitting peas and grinding maize and other products for sale as fodder. He made a speciality of Canadian peas and found the business a profitable one. Later he opened connections in the United States, and carried on an increasing import business, including wheat also. He understood completely the time to buy, and could make up his mind to face an apparent loss as compared with the spot price, when he was buying in America. He was very successful at reading the markets, and attained a leading position in Brunswick Street, becoming President of the Corn Trade Association in 1888.

He was largely instrumental in organising the Liverpool Grain Storage undertaking, and took the lead in the extension at the Coburg Dock. The Grain Storage Company has had its vicissitudes, but undoubtedly has benefited Liverpool.

After taking his two sons, Alexander and George, into partnership, John Blyth retired

from active business, and confined his attention to the Grain Storage Company; residing in his later years in Princes Park.

JAMES BREDIN

With office at 14 Fenwick Street and residence in 1859 at Richmond Vale, Bootle, was in 1870, at Cannon Hill, Birkenhead Park.

A keen Irishman, short and stout, very voluble and original in his sayings. In early days probably he had some business connection in Ireland, but later he became just a speculator, made money and lost it so often that when he was once more fortunate, he settled the major part on his family and then lost the rest again. His comparison of the Corn Trade was to that of the "man behind the hedge, waiting to take a pot-shot at you." I can remember his buying a large lot (for those days) of Chilean flour, a most unsaleable article as a rule. The market advanced and he was keen to be out, but found no buyer, until many months later an excited time came, and he netted 50 per cent. profit, I think it was in 1879.

G. J. S. BROOMHALL, F.S.S.

(*By* JOHN H. HUBBACK.)

George Broomhall's *Corn Trade News* was founded in the year 1888, by a small group of Liverpool grain merchants and brokers, on the initiative of G. J. S. Broomhall and

F. A. M. Kirby, whose two principal associates were Richard Bennett and C. J. Procter. After a brief and chequered twelve months of associate management, the sole control of the business was handed over to Mr. Broomhall and he has carried it on successfully ever since. It may now be fairly described as the leading daily organ of the International Grain Trade.

Before embarking on his career as a trade journalist, Mr. Broomhall had gained a practical experience of the grain trade, firstly in London, in the office of Alexander & Co., and subsequently as a successful broker on his own account in Liverpool, where he has resided for the past fifty years—since 1878. From almost the very beginning of his business career, Mr. Broomhall evinced a strong liking for the science of commercial economics, consequently his studies in that respect, coupled with experience as a trader, well qualified him for the duties of Editor of a grain trade journal.

Previously to the establishment of the *Corn Trade News*, in 1888, the two leading grain trade organs were carried on by foreigners, in London, to wit, by Georg Dornbusch and Julius Beerbohm. This was a somewhat anomalous state of affairs, consequently Mr. Broomhall readily obtained the support of traders in Liverpool for his scheme of establishing a distinctive British

organ for British grain traders, with its headquarters in Liverpool, then, as now, the principal grain port in Europe.

In the course of time, branch offices were opened in New York and London, under the managership of Mr. Broomhall's sons, who had gained an experience of trade conditions in Liverpool. Agencies were created also in Russia, Rumania and Hungary, which were at the time very important sources of supply. Later on agencies were opened in South America, Australia, India and South Africa, while to-day, it is the fact that there is no important port in any part of the grain-raising world where *Corn Trade News* has not its special correspondent charged with supplying information likely to prove of value to grain merchants and millers in the United Kingdom.

The popular organs of the flour milling industry and the baking trade, *Milling* and the *National Baker* were also founded and are still conducted by Mr. Broomhall. In addition to creating and editing three trade organs, the subject of this memoir has found time to establish a news agency for the distribution, by telegraph and cable, of crop reports and valuable statistical data respecting the daily and weekly movement of grain between the exporting and importing countries. It will be seen that his life has been a very busy one, but between whiles he has

found opportunities to travel widely in pursuit of knowledge of trading practices in North and South America, also in Russia, Rumania, Hungary and every other European country excepting Turkey and Norway.

Mr. Broomhall's systematic development of information has been watched by the Liverpool grain traders with the deepest interest; it was carried on step by step, until there were "no worlds left to conquer"; the network of crop-reporting and statistical intelligence having spread so widely. Long accustomed to the provision of these data in Liverpool, it was marvellous to find the same facilities in Buenos Aires, and to realise that the supply of news posted there was controlled by the office at 16 Fenwick Street.

When it became known at the International Institute of Agriculture in Rome that Mr. Broomhall was coming to the Wheat Conference of 1927, organised by the Italian Government, it was regarded as a guarantee of the success of the Conference. For his name is so well-known as an authority on economic questions, and particularly on their statistical aspect, in all international circles.

GEORGE MANSFIELD BROWNE

Was, in 1870, the sole surviving member of the firm of A. & A. Browne & Company, who had their office in King Street, in 1845;

Andrew and Alexander Browne then residing in South Hill Road.

G. M. Browne was always on the Corn Exchange on market days, but did not seem to interest himself very actively in business. He was cordial in his greetings of friends on the market and was a cheerful personage, with his white hair and quick and piercing eyes. In 1873, he still lived in South Hill Road.

EDWARD BROWNE

Came to Liverpool from County Meath, about 1850, and had a good connection for Irish business, which he maintained for many years. He was a strong Roman Catholic and served for a number of years on the Liverpool School Board, as a representative of those interests. As School Boards were elected by the cumulative vote, it was possible to concentrate any number of the elector's votes up to his maximum of 15, upon a favourite candidate. Edward Browne, who was much respected, certainly held his position at the School Board in virtue of these circumstances.

He was a shrewd and careful investor in railway shares during their popularity in the seventies and eighties. He had a strong belief, one remembers, in Scottish Railways, which had been very depressed. I think the

Highland Line was his particular favourite, at a very low parity.

WILLIAM BROSTER.

The name of Broster occurs frequently in records of the Hundred of Wirral and is still well represented there. For a number of years the subject of our text lived in the Wirral, in a very ancient house at Bromborough, but in recent years he has resided at West Tower, Aughton, on the Lancashire side of the Mersey.

In business life he is a man who for many years seems to have arrived at correct conclusions intuitively rather than by research or abstract reasoning. He has formed his own opinions with never any partner to be consulted. His declared sympathies have been extended always to the producer, believing the price paid him for his produce is always too low ; the interests of the consumer never seemed to concern him very much. He may be described as a typical " bull."

He served as a Director of the Association for two periods of three years.

He started business on his own account in the year 1896. His dealings in those early days were principally in maize and it was not long after he began business before he became the largest maize dealer in Liverpool, or for the matter of that in the United Kingdom.

In course of time he discarded his first love and transferred his activities to the wheat market, and for a time at least became one of the principal operators in the Liverpool Futures Market—always on the side of the optimists—even in those years when the market was usually in the doldrums. He also became interested in the milling industry, being Chairman of Directors of the Cobden Mill, Wrexham, and the Imperial Mills, Ellesmere Port, but it is an open secret that his profits from that end of his business were far smaller than those from his earlier operations on the wheat market.

In the year 1924, his son W. O. Broster was taken into partnership and now he is carrying on successfully the traditions of the family, but he does not appear to be so closely wedded to the " bull " side of the market as his father has been all his life.

ROBERT BUCHANAN

Was undoubtedly a remarkable man. Not only had he mastered all there was to know in scientific milling, but he was also distinguished for his sound judgment in all matters that came before him. His father, James Buchanan, was a miller at Tradeston, Glasgow, so that the profession was hereditary.

Early in the seventies he spent nearly three

years in the saddle as a cowboy in Texas, a proverbially active life, full of novelty and adventure in those days, when so much of the South-west was still hardly known. Robert Buchanan was often on the road, driving cattle up North, he could go for a long time without seeing a railway at that period. He seems to have imbibed the true Western spirit of comradeship, being ready to give help where it was most needed. All sorts and conditions were his companions. University men of good family and the very roughest at the other end of the scale. It was a thing " not done " to ask why your pal had joined up. On one occasion, when the Sheriff's men were out looking for a horse thief, Buchanan helped the man to get away during the night, a gold nugget handed over as a keepsake remains so in the family still.

On his return to Scotland, he spent ten or twelve years there before coming to Liverpool as owner of the Kirkdale Roller Mills, then known as Molyneaux's Mill. He had taken to volunteering some years earlier, and was attached to the Glasgow Highlanders (Territorial Regiment). Robert, and his brother William Buchanan, ran the Kirkdale mill for a few years, until it was recognised that the position was not ideal, and it was decided to build a mill on a vacant site adjacent to the Great Float at Birkenhead.

The Birkenhead Mill was burnt down in

1895, soon after its erection, but it was quickly replaced, and furnished with the latest types of apparatus. By 1901, the milling capacity had been increased to ten tons per hour, the Kirkdale plant was incorporated in 1907. Mr. Buchanan, after taking for many years an active part in the management at Birkenhead, latterly confined his duties to the Chairmanship of the Board of Directors, his nephews doing the rest. He had bought a property at Bosbury, in Herefordshire, and generally resided there. During the War he had acted as Quarter-Master of the Scottish Battalion in training at Blackpool, but his health did not allow of his continuing the work. Later he presented to the nation several hundred acres of his Bosbury estate, with the view of providing agricultural training for disabled officers.

He died on the 18th February, 1920, at Pau, in the South of France, after an operation.

Robert Buchanan found it profitable to search for information as to grain harvests, even in quarters where he held aloof from purchasing; his wide outlook and large-minded ideas made it a pleasure to hold converse with him. He was accustomed to furnish just an outline of the required information and to leave all plans for obtaining it in the hands of trusted agents on the spot.

He had by no means forgotten his spirit of Texas comradeship.

He became Vice-President of the Corn Trade Association in 1907, but found that he could not afford the time requisite for duly fulfilling the office of President, in the following year.

CHARLTON & BAGSHAW.

John W. Charlton came from Dumfries, where his father had an important business in grain. The firm of Charlton & Bagshaw was founded on 1st January, 1897, in partnership with W. E. Bagshaw. A very active and successful trade was developed, and continues in 1930. His partners are W. M. Love, O. T. Williams and E. L. Lewis. The firm is now one of the most important in Brunswick Street.

W. E. Bagshaw was for a number of years a partner in the firm of Charlton & Bagshaw. He is a scion of an old Liverpool family which has carried on in another line of business for over a hundred years.

He was elected President of the Association in 1918 and consented to act for another year in 1919, when it was felt that the difficult circumstances of the Trade at the conclusion of the War period required an experienced guide, and that a change in the office of President was undesirable.

Mr. Bagshaw retired from the firm in 1922 ; he long resided at Rock Ferry, Cheshire, removing on his retirement from business to Glasbury-on-Wye, amid beautiful scenery.

W. M. Love is the son of the late Rev. Robert Love, Vicar of Great Crosby. He graduated with Richard Cornelius & Co. (1900 to 1905), and was with Shipton, Anderson & Co. for seven years.

He became a partner in the firm of Charlton & Bagshaw in 1912 and was elected President of the Association in 1925.

WILLIAM P. COOK

Is the son of a former well-known Mayor of Birkenhead. He was apprenticed to Patterson & Preston in 1885 ; afterwards he spent nine years (1890 to 1899) in New York as representative of W. S. Patterson & Co., until Mr. Patterson's retirement. Since that date Mr. Cook has continuously acted for Bartlett, Frazier Company of Chicago, chiefly in Liverpool. His experiences of the American export trade, and of the conditions of the Liverpool grain business have thus covered a period of nearly forty years, a period marked by many startling changes in the methods of trading. He has been a member of the Corn Trade Association for over thirty years.

RICHARD CORNELIUS & CO.

The original firm begun by Richard Cornelius in 1860 was Cornelius & Adam. In 1866 this firm found it necessary, through no fault or rashness of their own, to make a compromise with their creditors.

Mr. Adam died almost immediately afterwards, and Richard Cornelius with the consent and approbation of his creditors started in business again, and later entered into partnership with Jules Bourgoise, who came from Paris with many French business connections.

At first they were much occupied with French flour but later became considerably interested in Californian and Oregon wheat.

In 1873, Richard Cornelius paid the creditors of his late firm the outstanding balance of their claims with interest; this payment amounted to about £12,000, his action was recognised by members of the trade in the form of a handsome presentation.

Jules Bourgoise retired and went back to France in 1878, and subsequently the firm was carried on under the style of Richard Cornelius & Co.

The founder's eldest son, Francis William Cornelius, was admitted a partner in the firm in 1883, and on the death of his father in 1888, carried on the firm most successfully, being shortly afterwards joined by his brother

Richard, both of them being very active and up-to-date members of the trade.

After the death of F. W. Cornelius in 1903 a younger brother, Percy, became a partner until his retirement in 1912. Richard Cornelius is still senior partner of the present firm, the other partners being his son Ronald, his two nephews, Noel and Richard (sons of the late F. W. Cornelius) and Albert Ellis, who has been associated with the firm since 1889, becoming a partner in 1921.

Vivian E. Cornelius, son of Percy Cornelius, was a partner in the firm in 1925/26, retiring in order to enter the Diplomatic Service.

The original Richard Cornelius was Chairman of the Association Committee in 1881. F. W. Cornelius was President of the Association in 1893/94 and his brother Richard in 1904/5.

All three took great interest in the affairs of the Association, with particular care for the steady development of the Grain Trade.

COUCHE & JOHNSTON.

This firm was founded in 1905 by E. Vivian Couche and Harrison Johnston, and has been very actively engaged in the grain trade ever since, chiefly in connection with extensive exporters of wheat and maize from Argentina.

E. Vivian Couche comes of a Birkenhead family and was born in 1875. He graduated

with Richard Cornelius & Co., entering their office in 1891. He passed on to the employ of Pillitz Stein & Co. in 1896; this firm was, until the year 1900, the sole agent of Louis Dreyfus & Co., in Liverpool. E. V. Couche has had nine years' experience on the Directorate of the Corn Trade Association and was elected President in 1929. He resides at Oxton, Birkenhead.

Harrison Johnston served his first apprenticeship to the trade in the office and mill of Wm. Vernon & Sons, Liverpool, from there in 1900 he went to the brokerage firm of Kirby & Co., spending five years in making himself acquainted with that department of the trade, until, in 1905, he joined E. V. Couche in establishing his present firm. Mr. Johnston has served the trade as a Director and took his part in the war, returning with the rank of Lieut.-Colonel and the D.S.O.

The junior partner of the firm, Thomas Nasmyth Osborne, gained his first experience of the trade on The Baltic, London, coming to Liverpool, in 1908, into the office of John Tenbosch & Co., and from there joined as salesman, Couche & Johnston, in the year 1915, being made a partner in 1917, while serving in France with the Liverpool Scottish.

The firm is very actively employed as Liverpool agents of Bunge & Co., of Antwerp and London, the leading grain exporters from Argentina.

OSWALD DOBELL & CO.

The firm of Oswald Dobell & Co. was founded by Oswald Dobell in 1887; John Barber joining him in the following year.

The family of Dobell has long been well-known in Liverpool, where several members of it have been of considerable note in business and in furthering the interests of the City.

Oswald Dobell's main care, apart from business, has been for the Stanley Hospital, where he has acted as Treasurer for many years. He was largely instrumental in establishing the Nurses' Home, the operating theatre, and the X-Ray Department on a complete scale. He was also deeply interested in the "Robert Davies' Home." He was elected President of the Corn Trade Association in 1897, and retired from business in 1910. He has been a Director of the Bank of Liverpool (now Martin's Bank) since an early date in the present century, and is accustomed to devote much time to the Bank's affairs. In 1928, he handed over a cheque for £10,000 to the Chancellor of the Exchequer in reduction of the National Debt, setting a very good example.

He resides at Lenhurst, near Neston, in Cheshire, and is a keen golfer and angler.

John Barber came from Kirkcudbright in 1876, and served an apprenticeship with Cornelius & Bourgoise, Joining Oswald

Dobell in partnership in 1888, he continued to carry on the business from 1910 to 1920 under the title of John Barber & Co., then retiring from the Corn Trade altogether. He was President of the Association in 1901. Mr. Barber has been always interested in educational and philanthropic work. He served on the Council of Liverpool University and was for many years Chairman of the Committee for Evening Continuation Lectures in Wallasey, where he was a conspicuous figure during his long residence in that district. He acted as Treasurer to the Victoria Central Hospital for ten years, and for a like period was member of the Urban District Council, and is now a County Alderman. He became a J.P. in 1903, and later served as Chairman of the Wirral Petty Sessions.

On many other bodies he has represented the interests of the district and the County. Latterly he has resided at Little Heys, Bromborough.

LOUIS DREYFUS & CO.

The first firm bearing the name of Dreyfus which ever had offices in Liverpool was Dreyfus Brothers & Company, about the year 1888. This firm broke up and two distinct organisations emerged : Joseph Dreyfus & Co. and Dreyfus Freres et Cie, the partners in which were Reuben, Nathan and Constant. The lives of these firms were not lengthy.

Some years after they disappeared, the firm of Louis Dreyfus & Company opened an office in Liverpool and is still in existence as one of the largest importers. All the Dreyfuses came from Paris, which is still the headquarters of Louis Dreyfus & Co. The four first named, I think, were brothers, and the last named is a cousin and grandson, I believe, of the first Louis, who founded the firm in Paris about 60 years ago. None of the Dreyfuses ever resided in Liverpool.

DUKE & BAKER.

This firm was founded in 1847 with an office at 7 Brunswick Street, part of the site of the present Atlantic Newsroom, adjoining the Corn Exchange. Thomas Rawson Duke, the senior partner, was a Yorkshireman, born in 1821, William Baker belonged to Manchester, where two of his brothers were also in the flour trade.

The firm had a successful career as long as both partners controlled it, and during a good many years. They benefited considerably by expert knowledge of flour ; American barrels then often arrived in slightly damaged condition, with the contents still almost completely merchantable.

T. R. Duke resided at one time in Egerton Street, then in Canning Street, afterwards removing to Broad Green. He was inclined

to be stout, with florid complexion and curly hair and very much of the John Bull type. He generally sported a conspicuous button-hole ; his friends often presented him with a huge dahlia or chrysanthemum, and it was always duly displayed.

Latterly he met with less success, and fell into bad health, entailing much suffering encountered with conspicuous fortitude. He died in 1887.

He made a point of attending Birmingham Corn Exchange every Thursday, and, when summoned on a Special Jury, he preferred to keep to his usual custom, with the result of a reprimand from the Judge, who imposed a fine on Mr. Duke, evidently regarding him as a culprit.

William Baker was also a stout man, of good business ability, and in easy financial circumstances ; he had a very decided way of expressing his opinions too. He lived in Rock Ferry, and, on the incorporation of that township in Birkenhead, he was elected an Alderman of the Borough. In his day there were no cafés available for an afternoon chat, the only sociable resort, near at hand, was " Bennett's," where the consumption of port wine was very considerable. William Baker died in 1880.

Thomas B. Duke and Rawson Duke were sons of Thomas Rawson Duke, both carrying on the hereditary genial temperament so

notable in his own case. T. B. Duke was apprenticed to Wakefield, Nash & Co., in 1860, and was afterwards in business for more than fifty years, well-known as an expert surveyor in cases of ship-damaged grain. He also acted as auctioneer in the Corn Exchange. He died in 1921. Rawson Duke served his apprenticeship in a General Brokers' office, coming subsequently for a year or two to Richard Cornelius & Co., and then entering on a membership of the Corn Trade, which has lasted more than forty years. There is a third Rawson Duke, now a partner in the firm of Rigby & Beavan, and still another Rawson of the fourth generation who will probably enter the trade when he is older. Thus the name Rawson Duke has endured already for a century among Liverpool traders and promises to continue for at least another generation.

S. A. ELLABY

Was born and is still resident in Cheshire. He entered the trade in 1893, as junior with Pillitz, Stein & Co., a brokerage firm in Russian grain. After three or four years he went to R. G. Hunter & Co., whose business was entirely in Futures—Liverpool and American—a forerunner of the Pynchon type of house. In 1899, he joined the (then) firm of Shipton, Anderson & Company. That

firm became a Limited Company in 1920 and Mr. Ellaby became a Director in 1922. He was elected as a Director of the Liverpool Corn Trade Association in 1924.

During the war he was busily occupied in the distribution of grain on behalf of the Royal Commission on Wheat Supplies.

GEORGE and EDWARD ELLIOTT.

This business was established more than seventy years ago. The original members of the firm were born at Ripley, in Derbyshire. George came to Liverpool and opened several bread-shops; he then invited his brother Edward to join him in establishing a provender mill. Edward Elliott had been apprenticed as an engineer in London, becoming an expert worker both in wood and iron, very useful qualifications for the erection of the provender mill in Rigby Street, Liverpool, in succession to the then existing flour mill, purchased from W. O. & J. Wilson.

The Elliotts gave up the bread-shops, and devoted themselves to the wholesale trade, enlarging the mill as their business increased. They specialised in the cleaning and washing of Egyptian Beans. After the death of George Elliott, in 1876, Edward's two sons, George Thomas and Edward Jabez were associated with their father, whose life ended in 1902.

In 1927, Edward Jabez Elliott also passed

away, and the firm now consists of George Thomas Elliott and his sons.

The members of the firm have always held a high reputation in the Liverpool Grain Trade.

THOMAS J. FENNELL

Was from Newry, where he had business connections. He had been in the United States a good deal, and had some interests there which were much affected by the Civil War. I fancy he did not realise much in that direction. A short, spare man, with dark hair and eyes, and a very downright manner. Office, Oriel Chambers; residence (1870), Oakfield Park, Old Swan.

He was at one time associated with Wakefield, Nash & Co. Under their auspices he visited Japan, so long ago that the people were often adverse to the presence of foreigners, and it was necessary to charter a bodyguard when travelling about.

FENNELL, SPENCE & CO.

Alfred B. Spence, trading as Fennell, Spence & Co., served his apprenticeship apart from the Corn Trade, and entered the office of Reid & Glasgow, as junior flour salesman about 1892. His seniors, Porteous and Bankier were both amusing characters. Two years later he undertook the agency of Crawford &

Law, of Glasgow. In 1898, owing to ill-health, he spent a year in Australia. Haslam & Makovski, of London, appointed him as their Liverpool agent in 1899, whereby he missed the chance of going to South Africa for Ross T. Smyth & Co. Then Haslam & Co. withdrew from Liverpool in 1902. A partnership with B. H. Fennell resulted in a large feeding-stuffs business, in addition to A. B. Spence's flour connection and commissions. Visits to the United States and Canada were prolific of results. B. H. Fennell retired from the firm later, but the feeding-stuffs trade from America continued to grow.

In 1918, A. B. Spence became a member of the executive of the Seed, Oil and Cake Trade Association, with a seat at the Chamber of Commerce and at the United Trades Council. He served as President of the Seed Trade Association in 1926.

His business is active in Australian and Canadian baking flour, besides giving attention to low grade and to feeding stuffs.

A. B. Spence concludes a very interesting record with poignant criticisms of the practice of cutting prices, and commissions.

B. H. Fennell, for a long time well-known as a broker, became a partner with Alfred B. Spence in the firm of Fennell, Spence & Co.

J. A. L. FIGGIS.

Started business with R. & H. Hall Ltd., Dublin, in 1890; he went to London in 1894 to Michael Hill & Goodbody Ltd., grain brokers and merchants; he remained with them for about two years and then went on the London Stock Exchange, where he had plenty of varied and exciting experiences for another 10 years. After giving this a fair trial, he decided to come back to his first love, the grain trade—"which I may say I have never regretted doing." He came to Liverpool in 1906, becoming a member of the Liverpool Corn Trade Association (and is "still proud to be so") as a partner in J. L. Figgis & Co., Liverpool, and a Director of Figgis Brothers Ltd., London.

He is a member of an old and well-known Dublin family, of which four brothers have been associated with the grain trade in Dublin, Belfast, Liverpool and London for 50 years; his eldest brother the late Arthur Lenox Figgis, being managing director of Figgis, Son & Co. Ltd., Dublin, at the time of his death.

Mr. Figgis is very keen on all games and has played many. He has attained considerable success at lawn tennis, having played for Middlesex for several years and later for Cheshire.

He was educated at King William College,

Isle of Man, and was in the college team at Rugby Football and in the Cricket XI.

Mr. Figgis is of the thoroughly athletic build, very tall in stature. He is a total abstainer and non-smoker; perhaps an occasional turn of quick temper may be the result of refraining from such adjuncts to life.

GEORGE J. GARNETT

Came to Liverpool in 1885, and was at first in the office of J. Hans Hamilton. Later he was employed with William Hartley and with James K. Housden; for about 12 years in all. After a period of five years with J. H. Blyth, he began business on his own account in December, 1904, and has worked up a considerable trade in maize since then.

His native county is Hampshire.

JOHN GASKELL & CO.

Is a firm of two partners, John R. Gaskell, and Robert F. Procter. The senior partner entered on apprenticeship with Robert Procter & Sons in 1900, and continued to work with them and their successors Procter, Garratt, Marston Ltd., until 1921. When John Procter retired from the chairmanship of the last-named company, J. R. Gaskell became his partner until ill-health compelled Mr. Procter to leave business, which was continued alone by J. R. Gaskell.

Robert F. Procter had been in the family office since 1907, then in the firm of John Procter & Co. until its dissolution, rejoining J. R. Gaskell early in 1925. Both Mr. Gaskell and Mr. Procter are very popular members of the Newsroom ; the latter is the son of the late C. J. Procter and grandson of the founder of the old firm of Robert Procter & Sons.

SPERO GEORGALA

Was the only member of the firm of B. Georgala & Co., so far as can be ascertained, in sixties and seventies of last century. He was a very persevering selling broker for Ralli Brothers' Indian wheat, when the business was an extensive one for many years. Spero Georgala was very popular among the Greek community, so numerous and influential sixty years ago.

In 1871 he won a very heavy bet on some matter about cotton prices, and, having announced that intention, if he were successful, he and Madame Georgala proceeded to engage the Philharmonic Hall for a fancy dress ball. All his friends in Brunswick Street and on the Cotton Exchange were invited, and the Greek ladies came in very fine attire, one remembers Madame Negroponte as "Venice" with the Lion of St. Mark artistically displayed.

"Georgala's Ball" was long remembered as a great occasion. There cannot now be many who witnessed it. William Goodwin was there in an Arab costume which he had just brought from Baghdad, across the desert, a route better known in the present day.

The writer went in black velvet, a costume which did duty in his family for long afterwards.

As may be imagined, Spero Georgala was a personage of large ideas, and his expenses bore witness to this trait. He could not have repeated his interesting hospitality in later life.

HENRY H. GOLDING.

Office, 9 Brunswick Street; residence (1859) Bootle Village; (1870) Church Road, Seaforth. The auctioneer of the Corn Trade, in his day. He always found out when any damaged goods were about—fire or water was all the same to him. He would have his catalogue for the auction all ready for printing in no time. A very large, loose-limbed man; he had the auctioneer's manner ingrained.

It was not only damaged goods that were auctioned in the sixties and seventies. To close an estate a sale by auction of grain stocks was often resorted to, as unquestionable evidence of a genuine sale.

PER ADOLPHUS GRAHN

Was born at Umea, the chief town of Swedish Lapland, a birthplace probably more northerly than could be claimed by any other member of the Liverpool Corn Trade Association. Up to the age of seventeen, his schooling was at Stockholm, then, executing an unconscious parallel with the traditional footsteps of Scotsmen, he went south, first to Germany, next to France, with the view of completing his education. This object was, however, only attained after a sojourn in London. Finding himself much at home in England, he has remained here permanently. He became a member of the Association in 1900, establishing a business as grain broker, and devoting much attention to the Futures market.

ROBERT GRIFFITHS

Was born in the City of Chester in 1848, and was educated at the Chester Cathedral Grammar School (now the King's School). His father had died when he was only eight years of age, leaving four boys. Robert Griffiths did well at school, where Randolph Caldecott, the distinguished artist was a contemporary. Caldecott was carving his initials on an oak beam when Griffiths remarked that it would be so easy to improve the job by altering R.C. into R.G. Long after-

wards the schoolfellows met again, and Caldecott's first question was, "Did you alter those initials?"

After serving an apprenticeship to a Chester seedsman, he was offered a partnership, but preferred to set up in the Corn Trade with his elder brother, in Lower Bridge Street, where the Chester business of GRIFFITHS BROTHERS is still carried on, now in the third generation, as their father had also been a Corn factor. In 1878 the brothers acquired the business of William Morgan & Co., with a branch office in Liverpool.

Robert Griffiths became a director of the Liverpool Corn Trade Association in 1893, and was their chief representative at the Board of Trade Enquiry into Railway and Canal rates and charges, Sir Courtenay Boyle and Mr. T. H. Pelham acting as Commissioners.

In 1898, when Robert Griffiths was re-elected as a Director of the Association, there had been some controversy as to the selection of candidates and a manifesto was circulated claiming perfect freedom of election, in place of any such selection. The signatories, of whom only one is now living, supported Robert Griffiths, with Herbert Harrison, and in the result these candidates headed the Poll. Robert Griffiths became President in 1900, thus becoming the spokesman at a

crowded meeting in Corn Market hours, on the occasion of the accession of King Edward VII.

Robert Griffiths greatly appreciated the comic side of an argument, and was very ready with repartee when occasion arose.

After a winter in Egypt, under medical advice, he returned to England and died in June, 1908.

JOHN and MICHAEL HARNETT

Was one of the very few firms mentioned in 1845 Directory as Corn Brokers ; their office was then and for long afterwards at 14 Fenwick Street, a site which was eventually absorbed by the Atlantic Newsroom, afterwards Ross T. Smyth's office, now part of India Buildings. It was a little single-room office, up two steps from the street, with a good light. John Harnett was an energetic old man when I knew him, a clever salesman for those times, but not so persuasive as his partner Edward Comerford, whose manner was gentle and yet confident. It was Edward Comerford who kept the business together, quite a good one, as they bought for the Comerfords of Wicklow as well as other Irish and Welsh millers, mostly connections of theirs. Edward Comerford died early and his brother Alexander Comerford took his place, but not his standing. Edward Comerford lived in

Highfield, Rock Ferry, near to George Cunliffe senior, and William Paton, his partner.

Michael Harnett bought Dawstone, at Heswall, retired from business and died there. He left the property to the R.C. Bishop of Shrewsbury, who promptly sold it again.

William Harnett, also in the firm, a nephew of John and Michael Harnett, was Vice-President of the Corn Association for a few months, in 1890, and retired soon afterwards, a very fine character, but in poor health usually.

HARRIS BROTHERS & CO.

This well-known firm was originally established in London as Wrench & Harris, in 1775, altered in name to Richard Harris & Son, in 1780; eventually the present designation was adopted in 1870. The business has always been an active and important one, with sound and enduring connections throughout this country.

The Liverpool branch was set up in 1880, as Harris & Basset, but assumed the same title as the London firm in 1882.

In the eighteen-seventies Edward Majolier was the prominent figure, a vivacious little man, who never got rid of his native French accent. Theodore Basset was of important personality, affecting the sportsman in his

get-up. Both partners were much in request as arbitrators.

William and George Harris were, at different periods, in charge of the Liverpool business; in the interval between these two, Edward Majolier junior was in command here. George Harris was both able and popular, but, like William, he died early.

The present partner in Liverpool is John Stephen Tilleard; very much alive and actively engaged in a large business.

HARRISON BROTHERS.

Herbert P. Harrison entered the Corn Trade in the office of William S. Patterson, and was actively engaged in the North American importing business in conjunction with Mr. Patterson; he took much interest in matters concerning the well being of the grain trade and became President of the Association in 1905; at that time the firm was Harrison Brothers, as Mr. Patterson had retired, and Frederick Harrison had joined his brother in partnership.

Not long afterwards, Herbert Harrison retired from Brunswick Street, intending to devote his time to municipal affairs in Liverpool. He was elected as member of the City Council, but died very soon after he had taken up his new duties.

His brother, Frederick Harrison, be-

came President of the Association in 1912. Later he retired from the grain trade altogether and was elected to the City Council. He served in France during the war and attained the rank of Major. He is a man of strong physique, more so than was his brother Herbert, who was active enough, but of lighter build, and often in poor health.

J. & G. HENDERSON.

Office in 1870 at 11 Brunswick Street. Both John and George Henderson then resided in Chatham Street. George Henderson married a niece of James Wilson, the Chairman of the Liverpool Union Bank. These brothers were very different in appearance and manner. John Henderson was very dependent upon his glasses, and we wondered how he could judge a sample of wheat; he was generally to be found at his desk, and did not come into the Newsroom very much. George Henderson was always happiest when laying down the law, and giving his opinion about the market, or any other interesting subject. He would enforce his ideas by saying that the samples of the wheat which they held were "on the highest shelf," but they did not find tenacity successful. Later they both left Liverpool altogether.

J. K. HOUSDEN

Is an old member of the Corn Trade Association. He began his career in the

office of Frangopulo Agelasto & Co., London, in the year 1873, he then spent some time in that of Liechtenstein & Co., one of the first firms in London to commence buying American wheat for Continental ports.

His next experience was gained with the firm of Tenbosch & Clerc, being sent by them to San Francisco, in 1876. After his return to England, he settled in Liverpool in the year 1878, where he has resided ever since, conducting a brokerage business. At one time he was closely identified with the Black Sea trade and later was much occupied in selling Argentine wheat on commission.

At a time when Danubian and Odessa maize parcels were in vogue, J. K. Housden had a good share of the brokerage in Bessarabian shipments, which he called " Bessabarabian " maize.

He has a reputation for courteous address and persevering attention to business. In the course of his long career he succeeded in making and losing more than one substantial competency. The Government control period was of benefit in his case.

JOSEPH HUBBACK

Was a native of Berwick-on-Tweed ; came to Liverpool in 1835 from London. It may be interesting to note that a London coach then stopped at Eastham Ferry, whence he

came by the steamer. His brother, John Hubback (the writer's father) had got him introduced to Edward Heath by his brother, John Heath. The two Johns were Chancery barristers. About 1839, Joseph Hubback went to the States for Edward Heath & Co., who were general merchants. He was soon afterwards a partner in the firm and went again to the Southern States, including New Orleans and up the river to St. Louis, and as far as settlements existed in the forties.

On Edward Heath's retiring, he set up for himself at No. 2 Brunswick Street, chiefly in the grain trade. He was instrumental in founding the Corn Association and was Chairman of the Committee from 1856 to 1858. On losing his first wife, he drew out of business partially, turning over his connection to Morton Brothers & Maddock. C. P. Maddock was a clerk of his, the Mortons were from the North of Ireland.

In 1860 and 1861, his knowledge of American modes of action made him sure that North and South would fight, and he made £60,000 in cotton, by 1862. In that year he married again, Miss Rathbone, daughter of Theodore Rathbone, of Allerton, but she died after a few months. Joseph Hubback had been elected on the Mersey Dock Board when it was inaugurated in 1858, and remained a member till 1874. Late in the

sixties, circumstances over which he had little control became unfavourable, and after his Mayoralty in 1869-70, he took little part in active business. He was a Director of the Liverpool, London & Globe Insurance Co., a trustee of the Royal Liver Society, and Chairman of the North Shore Mill Co., which he had inaugurated in the fifties.

In 1859-60, Joseph Hubback was associated with J. T. Danson (father of the late Sir Francis Danson) in the launch of the Thames and Mersey Marine Insurance Company. Previously no marine insurance companies had been formed; the business was done by Underwriters, either individually or in association, at Lloyds. The Thames and Mersey venture was successful from the first; Mr. Danson acted as secretary and later as underwriter. Joseph Hubback was the first Chairman of the Company.

He married a third time in 1869, Georgina, widow of Captain Allan Elliot Lockhart, of the Black Watch, and had a family. One son (Arthur) became a Brigadier-General and C.M.G. in the war, another (George) is Bishop of Assam, in India.

THE FIRM OF EDWARD HUTCHINSON.

The founder of the business, Edward Hutchinson, of Worsley, Lancashire, came to Liverpool about 1853, as mill manager of the

North Shore Mill, then in the occupation of Joseph Martin. Mr. Hutchinson resided in a small house on the site of the present Alexandra Dock. Taking up the milling business on his own account, he became owner of four small mills in different parts of Liverpool—Henry Street Mill, Regent Mill, Parr Street Mill, and Hill Street Mill. Regent Mill was previously worked by J. B. Winstanley; Henry Street Mill by J. J. & W. Hull; Hill Street by Isaac Harrison.

Edward Hutchinson's eldest son, Edward Mason Hutchinson, was born in 1856, educated at the Liverpool College, and entered his father's business in 1873.

In 1877, the whole enterprise was assembled in the present buildings in Burlington Street, the Mersey Flour Mills. In 1889, E. M. Hutchinson, S. Mason Hutchinson, and C. W. Ashcroft, became partners in the business, and Mr. Edward Hutchinson died in 1895, at Holly Lodge, Larkhill Lane.

In 1905, the firm bought Walmsley & Smiths' Mills, at Barrow-in-Furness, and in 1912, in conjunction with Frank C. Wilson (of W. O. & J. Wilson Ltd.), a controlling interest in the North Shore Mill was acquired. Edward M. Hutchinson thus became Chairman of the Company owning the Mill where his father had been mill manager. The firm specialised, when conditions were favourable, to some extent in low-priced

wheat, having an aptitude for making good flour from apparently unpromising material. Of Karachi and Russian wheat they were active buyers when occasion offered. E. M. Hutchinson has memories, when calling on bakers in Manchester and district, about 1880, of finding the shops supplied with sacks of flour from Lincolnshire, Newark, Reading and many other distant mills. No doubt the Manchester Ship Canal and the increase of milling power on the Mersey have altered all that. E. M. Hutchinson was President of the Liverpool Corn Trade Association in 1906-7, the first miller who was elected to that position.

He retired from business at the close of 1921, and now resides at Bidston, Birkenhead, and at Windermere.

S. Mason Hutchinson has been in active work for many years, and has done much good service as a City Councillor, he was elected Lord Mayor of Liverpool in 1910.

Edward Hutchinson, Senior, always conveyed the idea of a strenuous worker, sometimes too much so for health. His manner was courteous, invariably paying attention to those who addressed him, even when evidently much pre-occupied with business. E. M. Hutchinson has a genial mien, and much sense of humour, as well as sympathy. Mason Hutchinson is one of the best types of our public men, always finding time to per-

form duties, which appear, however, to sit lightly upon him.

LIEUT.-COLONEL WILLIAM HODSON

After a short experience in Argentina, began business on his own account in the firm of Sergiades & Hodson, which was dissolved at the end of the war period.

He joined up in October, 1914, and served with distinction in the field, attaining the rank of Lt.-Colonel, being mentioned in despatches and awarded the D.S.O. and the M.C.

When demobilised he served in the Royal Commission on Wheat Supplies, and, later, entered the business of Edward Hutchinson, founded by his grandfather, in which he is now a partner and an active member of the trade.

He was elected President of the Association in 1926.

He is a good sportsman, an excellent public speaker and has much interesting information at his disposal, based on experience and on wide literary studies.

GEORGE H. IRELAND & CO.

Leonard Ireland is a senior member of a firm which was founded by his father, George H. Ireland, about the middle of the nineteenth century. Their speciality has always been in

feeding stuffs, and particularly in maize ; of this article they have been large importers for many years. Leonard Ireland was elected President of the Association in 1920, having been a Director at intervals during a long period. In 1918 and 1919 he had acted as Vice-President, as coadjutor to W. E. Bagshaw during a period of considerable stress amid the closing scenes of the War. He retired from active partnership a few years ago, owing to disability caused by severe rheumatoid arthritis, an infliction which he has borne with conspicuous fortitude for many years. His brother Sydney is now the principal active partner in the firm. Leonard lives at Southport ; Sydney at Bidston Road, Birkenhead.

S. Cormode has for many years taken an active part in the business.

ALFRED ERNEST JAGO

Is a Cornishman, born at Hayle, in 1869 ; he came to Liverpool in 1884, and was apprenticed to Robert Procter & Sons. He has been a member of the Atlantic Newsroom for 43 years. It was in the " Leiter Year " (1898) that he began business on his own account ; he is very constant in his attendance in the Newsroom, acting as a well-established broker. For some time he was in partnership with T. J. Roddick, but each of them preferred complete independence.

He is accustomed to regard life from the humorous point of view, and has a fund of appropriate narratives, besides taking a sportsman's interest in the greater events of the racing calendar.

HENRY JUMP & SONS.

In 1845, had a mill at Vauxhall Road, and an office at 8 Chorley Street, then in Drury Lane afterwards for many years. Henry Jump, the second of the name, was a strict Roman Catholic, and very generous in his charities. He was a Director of the Liverpool Union Bank, and Chairman of the Board of the Lancashire Insurance Company. We were in the same house, a shooting box in Scotland, in 1861, with another Catholic, Mr. Corbally. There was salmon for dinner, and one of the party suggested that Friday abstinence was only nominal if you got salmon for dinner. Henry Jump said quite seriously, "You don't know what it is to go up home by Everton Brow, when you have had no meat all day long." Henry Jump, in 1845, lived at Clubmoor and in 1859, at Ashfield, Walton Breck, and afterwards at the Woodlands, Little Woolton. He died in 1893. One remembers his mobile face and genial smile, quite a contrast to the staid and reserved manner of his nephew, Ralph Broadbent, and the somewhat assertive demeanour

of John Garnett in his days of prosperity. John Garnett was President of the Association in 1885-86.

KIRBY & CO.

The firm of Kirby & Co. was founded by F. A. M. Kirby in the year 1890, after he had severed his connection with the Liverpool trade organ *Corn Trade News*, which he had helped to found in the year 1888. He had served his apprenticeship to the grain trade in the office of Alexander & Co., Threadneedle Street, London, from the year 1875, before he came to Liverpool in the year 1880. In his London days he had as fellow apprentices, G. J. S. Broomhall, who preceded him to Liverpool in 1878, G. P. A. Antunovich, now head of Alexanders, Partners Limited, London successors to the old firm of Alexander & Company, and the late H. J. Strawson. In the year 1910, Mr. Kirby took into partnership J. J. Clarke and in 1923, A. G. Nicholson, the style of the firm remaining unaltered.

Mr. Kirby has had a very long career in the grain trade, lasting over half a century, and is happily still active and as popular as ever.

J. J. Clarke is the son of Joseph Clarke who was for fifty years engaged in the grain and flour trade in Belfast. J. J. Clarke was educated at the Royal Academical Institute there, and served an apprenticeship to James Gallaher of that city.

Coming to Liverpool in 1892, he at once took up market duties with Kirby & Co., and was made a partner about six years later. He has thus remained in the same firm for more than 37 years.

For the last sixteen years he has fulfilled the task of Secretary to the Liverpool Corn Trade Guild, a very useful post, and one requiring considerable attention.

RICHARD and JAMES LAWSON.

Two brothers, carrying on a steady business, chiefly in wheat and foreign flour, lastly as financiers, for a great number of years. Both brothers were familiar figures fifty years ago in Brunswick Street. The son of James Lawson, William Henry, is still to the fore, but the character of the business is entirely changed, now being mainly concerned with offals and other kinds of feeding stuffs, in which articles he trades as the head of the Company, Lloyd & Brearey Ltd. The family of Lawson has had a connection with the grain, flour and baking trades for a century past.

THOMAS LEICESTER

At 289 Scotland Road had a windmill in 1845 and steam by 1859. House in 1845, at 5 Great Oxford Street, in 1859 at Springmount, Everton. He must have been born

about 1808, as he claimed to have been so before George III. Jubilee in 1809. When the Jubilee of Queen Victoria in 1887 was in progress, somebody asked T. Leicester for some detail about what happened in 1809. He said that he did not know. "You see, I was not consulted."

He always appeared in a broad brimmed beaver hat, and rather stiff coat collar, characteristic of the Society of Friends, but did not use the Thee and Thou, which indeed were obsolete much earlier in the century. An acquaintance quoted the common phrase about some produce "Selling like hot rolls," whereupon T. Leicester, who had been brought up as a baker, said "Did you ever try to sell hot rolls?" "I have, and it was uncommonly slow work, very often."

LIGHTBOUND BROTHERS

Had the windmill at Higher Bebington in 1845. William Lightbound in 1859.

Lightbound & Sons had a windmill at Holt Hill, Higher Tranmere. Samuel Lightbound had a steam mill there in 1859.

HENRY LONGTON

In 1845 had a windmill at Much Woolton, afterwards in occupation by Robert Lansdales in 1870, who was credited with many good sportsmanlike affinities.

WILLIAM LOWE & SONS.

The firm of William Lowe & Sons is one of the oldest surviving in the Liverpool Corn Trade, beginning under the name of its founder, WILLIAM LOWE, about a century ago. The earliest printed document in connection with the name is a Market Report dated in 1839, now framed in the Corn Trade Association Committee Room. The present Corn Exchange was officially declared open for trade by William Lowe, in the year 1854. His office had been for a number of years at 13 James Street, and he resided for a length of time at 129 Duke Street.

By 1860, the firm of William Lowe & Sons, included Joseph Corbett Lowe, and about this date Anders Kruse Caröe of Copenhagen, was taken into partnership. Those were days when the Baltic grain trade was important for Liverpool. Mr. Caröe was appointed Danish Consul, an office which has now been held for many years by his son.

A. K. Caröe was a familiar figure in Brunswick Street for thirty or forty years, very much sought after as an Arbitrator, alike on questions of quality and of fact. He was President of the Association in 1884-85, and took an active part in combating the disabilities imposed upon Liverpool trade by the Railway Companies.

His son, Johann Frederik Caröe is the prin-

cipal member of William Lowe & Sons. For many years he represented the Corn Trade on the Mersey Docks & Harbour Board. He was President of the Corn Association in 1908-9. He has also done very useful work at the Liverpool Chamber of Commerce, he took a distinguished Degree at Trinity College, Cambridge, and is a Barrister-at-Law.

Major JAMES GREEN

Has been an active member of the Corn Trade for the past forty years, having entered the business of William Lowe & Sons in 1889. He took a prominent part in the affairs, in conjunction with his relative, A. K. Caröe, and has continued to do so in participation with his cousin J. F. Caröe.

He was for a good many years a very useful volunteer officer, retiring with the rank of Major, but undertaking professional duties during the War.

He has travelled widely, residing in Argentina for some time. It was a consequence of his acquaintance with the ubiquitous locust in that country that this name was adopted in connection with the Annual Liverpool Corn Trade Dinner.

The Major's apparently brusque manner is in fact only a cover for a very hearty and cordial nature.

HANS LUTHY.

A Swiss from Canton Solothurn. He worked up an active business in wheat futures and was a very clever buyer or seller in the ring or at the Call, of those days. His English was fluent and accurate, but the German-Swiss accent was very perceptible. He now leads a retired life in his native country, sorely troubled with weakened eyesight.

W. Milne, formerly with Lansemann & Luthy, was for a number of years associated with Hans Luthy—when the latter traded on his own account. From some fancied resemblance on a smaller scale, he was known as "Little Luthy." Later he entered the employ of Ross T. Smyth & Co., and takes an active part in the firm's trading in future deliveries. He pays occasional visits to Switzerland, keeping up a friendship with Mr. Luthy.

W. Milne is one of those members of the Newsroom who appreciate to the full the horseplay practised there on the eve of a holiday, after the market is closed. He is a great favourite.

HENRY LUTON

Served his apprenticeship in the office of Richard Bennett & Company. He entered into the employment of the firm of Jos. Dreyfus & Co., in the year 1890, and became

the manager; on its dissolution he started on his own as a Broker and has carried on ever since; in recent years in partnership with his son David. During his term as a Director of the Liverpool Corn Trade Association, he was largely responsible for the work of revising and co-ordinating the Liverpool c.i.f. contract forms.

ROBERT MAKIN & SONS.

The family records include representatives living in the seventeenth century at Great Crosby, and owners of farm property where Waterloo now stands. If this had remained in possession by the family they need not have troubled themselves with the Corn Trade in more recent centuries.

Richard Makin, of Great Crosby, born 1682, lived to be 94, dying in 1776, and his wife Margaret died in 1777, aged 100. Their second son was Robert, who predeceased them both in 1771, leaving a son Robert, born in 1767, at Great Crosby, to carry on his grandfather's succession, and to survive to become also a nonagenarian.

This Robert Makin (II.) was by 1796 in partnership as Makin & Suttons, in the Corn Trade with Counting House in the Goree; he was living at 14 Seel Street. His sister married a Sutton, and the firm of Widow Sutton & Sons, Insurance Brokers, was thus originated.

One remembers Hugh Sutton as a genial and active business man, living at Grassendale.

The second Robert Makin was Churchwarden of the Parish of Liverpool from 1800 to 1802, and a Commissioner of the Watch for some years afterwards. He appears to have been specially interested in the affairs of St. Nicholas' Church.

Robert Makin (III.), born in January, 1806, and his sisters, just escaped catastrophe when the spire of that Church fell just before the time of morning service, on Sunday, 11th February, 1810. Living in the neighbourhood, then Old Church Square, they had fortunately taken a truant walk before going into church. Twenty-two people were crushed to death, including twenty school children.

In 1820, the family were living at 16 St. Paul's Square, and are also described as of Great Crosby ; the firm of Robert Makin & Company had an office at 22 Brunswick Street.

In 1844, the familiar title of Robert Makin & Sons appears in the Directory, with an office at 9 Brunswick Street, near the original Corn Exchange. The head of the firm was still the same Robert II. who was presented with a snuff-box from his fellow traders as a mark of esteem for the patriarch of the Corn Exchange. The tradition is that he had not been very successful until his two sons came

into the business. These were Robert (III), then living at Rock Ferry, and William at Mary Ann Street, Everton, later at Beechwood, Aigburth. In 1857, Robert (still junior) was in Everton Terrace and his father, who died in 1858, at Willow Bank, Breeze Hill, aged 92.

Robert was Chairman of the Corn Association Committee in 1870, and an active business man throughout life. In his office at 21 Brunswick Street, his pipe was his constant companion. He was short in stature, florid complexion and as one remembers him, very white hair ; he was of genial address, very full of humour and old stories.

Owing to ill-health, William Makin (1809-1887) dissolved partnership with Robert and inaugurated the firm of William Makin & Son, with E. Arden Makin as his junior partner. He was for many years a Director of the North Shore Mill Company. He was constantly prophesying an avalanche of American Wheat Supply, believing that the Chicago futures market trading represented an enormous available quantity. His was a rather staid manner, somewhat set and formal, the tawny wig added to this impression. He was married three times and had five sons.

Robert Makin III. (1806-1886) kept up the name of the old firm and took his two sons, James (1844-1919) and John (1847-1925),

into partnership. The firm thus lasted well into the twentieth century, it was one of the oldest in the Liverpool Corn Trade. It may be observed that whereas the two sons of Robert Makin the second were of the greatest assistance in building up his business in the early years of the nineteenth century, the two sons of the last Robert Makin are said to have been much less helpful in their time.

JOHN MARQUIS

Was a member of the firm of John Marquis & Co. (afterwards Marquis, Briscoe & Co.), which was founded in 1849 by his father. The business included grain as well as provisions, more especially the latter. Mr. Marquis was Chairman of the Liverpool Provision Trade Association in 1892. His residence was in Beresford Road, Claughton. He was of Scottish origin, and well-known in the Corn Exchange, as well as in Victoria Street.

THOMAS MATHER

Came of an old Liverpool business family, whose representative of the same name was a Corn Merchant in 1766. We have but few continuous records of the generations between the Thomas Mather of 1766 and the Thomas Mather whom we so well remember. They have been always careful to describe themselves as Corn and Hop Merchants, though

malting barley was the speciality in our day. At the close of the eighteenth century the office was in Slater's Court, off Castle Street, and the residence at 36 Hanover Street. In 1820, Thomas Mather and Thomas Mather, junior, lived at 72 Mount Pleasant. In that year, Thomas Mather was a member of the Select Vestry of the Parish of Liverpool. The family in 1845 had been at Gloucester Place, Low Hill. Our own contemporary lived at Oakhill, Lydiate, with the office in Drury Lane. He was noted for the habit of carrying his hand in his pocket—and refusing firmly to remove it, much enjoying the repetition of the joke. E. J. Thornewill was a great ally of Thomas Mather and very persistent in his request to see the hidden hand.

A. F. & R. MAXWELL

In 1845 were at 28 Brunswick Street, and always at that address until final retirement.

James Maxwell is well remembered, a very gentlemanly person, particularly courteous and considerate, but one does not recall that the firm did an active business. It was broken up, I think, when James Maxwell retired. He was one of the founders of the Corn Trade Guild in 1882.

He and his brothers (2) Thomas and Robert, lived in 1859 at South Hill Terrace. They left Brunswick Street earlier than James did.

MAXWELL BROTHERS.

In 1820, JOHN TWINAME was in partnership with Tomlinsons at 32 Brunswick Street, but afterwards became a member of TWINAME MAXWELL & Co. (1845 Directory), who were at 16 Water Street. Francis Maxwell, who was a member of this firm, and in business as far back as 1820, then lived in Rodney Street. He was a very important looking personage, tall and portly, with a bluff manner, and a thorough gentleman.

In the sixties, the firm had become that of Maxwell Brothers ; Tom Maxwell was Francis' nephew. One remembers him appearing at Bordeaux in 1872, when there was wheat or flour to be bought from France. His partner, Gideon Dare, survived the business of Maxwell Brothers.

GEORGE P. McKERROW & CO.

The original firm was Scotson & McKerrow, dealers in hay and fodder, with an office in Drury Lane. Scotson retired in the sixties and G. P. McKerrow somewhat later took into partnership JOHN MCMURTRIE. The firm was then doing a large business in maize, beans and other feeding grain. At that time, poultry feeding in Lancashire was to a great extent on Galatz or Odessa maize, small grain which is suitable also for pigeons. Some of the flour millers bought this maize regularly—to send

out to their bakers with the flour. American mixed corn was the staple for horse and cattle feeding. George McKerrow was a spare, thin-faced man, who suffered much from neuralgia, pains in the cheek, which can be cured nowadays by operating on the nerve. In 1870, he resided at No. 9 Brownlow Street, the office was (later) at 28 Brunswick Street, where the business was carried on in the same name by John McMurtrie after McKerrow retired owing to increasing ill-health. The business continued to be active under Mr. McMurtrie. John McMurtrie was very careful always to pronounce in the Italian way the name of the five-sided small Galatz maize as Chinquantina.

Mr. McMurtrie retired a good many years ago, passing away recently in his ninetieth year. He lived to this great age in spite of his invariable practice of hurrying to catch the train for Manchester market on Thursdays ; it was said that he never left himself more than ten minutes to walk the mile from Brunswick Street to Lime Street Station.

He lived at Hooton for many years, remaining there after he had left Brunswick Street altogether, but he was always pleased to see his friends and was very hospitable to them.

MITCHELL, BELLAIR & LEES.

L. W. W. Lees began with Samuel Sanday & Co., in 1911 ; on leaving that firm he be-

came in 1924 a partner in that of Mitchell & Bellairs, of Australia.

One of the younger members of the Association, he is a very active business man, and is very popular in the trade.

He is originally from the North Riding of Yorkshire.

EMIL MONTAG.

One of the very few members of the Liverpool Corn Trade Association of foreign birth. His native country is Switzerland, and though he speaks perfectly grammatical English, yet his speech bewrayeth him; still if he wished to disguise that fact he could answer any enquirer in the German or French tongues. In his youthful days he spent some time in an Antwerp grain office and later gained experience in the office of Pillitz, Stein & Co., London, and J. E. Gautschi, Liverpool. In 1902, he started his own business and has traded as Emil Montag for the past 28 years. He is a diligent broker, rarely absent long from the Newsroom except for an occasional holiday among his native mountains. Outside his business occupation he is much interested in scientific studies. He has been for nearly 30 years a Fellow of the Geological Society, having been elected its President in 1924. He was appointed Consul for Switzerland in 1927.

MONTGOMERY, JONES & CO.

Colonel Robert Montgomery, V.D., came from the North of Ireland, and established the firm about 1875 or 1880. He was, from the first, a keen Volunteer, and later specialised in Marine Defence, experimenting in this direction when very little was known concerning the means of protecting channels by mines. He spent much time in perfecting the efficiency of a corps of Volunteers for this purpose, and earned the Volunteer Decoration with the rank of Major. He was President of the Liverpool Corn Trade Association in 1902/03, and during his term of office was appointed a Member of a Royal Commission on Wheat Supplies, with special reference to storage and stocks available; presided over by the Prince of Wales (H.M. King George V.). He was promoted Colonel, on retirement from active duty in the Volunteers. The firm was largely engaged in the North American trade, but rather limited their scale of importation of wheat a year or two before the war. Colonel Montgomery had retired from business; he died in 1926.

The Colonel reported a chance meeting with Mr. Justice Wills on a long journey in the United States. In a conversation, the Colonel said that he had persuaded Mr. Justice Wills to admit that he had come to an unsound decision in the Railway Rates Cause (1892)

of the Corn Trade Association *v.* Great Western Railway Company.

But we have not the Judge's version of the talk in America.

Frederick Gregory Jones was of a Liverpool family, his father having been Secretary to the Liverpool College, and other brothers were in business; Muncaster Jones, a member of the firm of Graham, Rowe & Co., Chilean Merchants. This fact brought a good deal of Chilean wheat and barley business to Montgomery, Jones & Co., who also acted as brokers for Duncan, Fox & Co. In earlier days, Chilean wheat was more attractive to millers than it afterwards became. Latterly the work of selling a cargo of Chilean wheat involved so great an outlay, not to mention time and trouble, that no ordinary brokerage charge was remunerative, and the trade has since ceased. Gregory Jones, left his family well off, when he died about 1910. His son, Holden Jones, was very much interested in H.M.S. *Eagle* and the Naval Volunteers at King's Dock. His evenings were usually spent there and he related how his father came on board one night, just to see whether he was really so occupied. Gregory Jones evidently kept a strict hold on his family. Holden Jones served in the War and retired with the rank of Major.

Alfred Davidson Jones, who succeeded to

the business of J. & M. Harnett, was a son of Muncaster Jones and served his apprenticeship with Segar and Tunnicliffe.

Fred Beesley came from Oldham, where he was born in 1874, and entered the firm's office as an apprentice, becoming a partner in 1906.

Before that date he had charge of their Malting Barley department, acquiring specialised knowledge of this article. More than once he was called in as an expert by the Directors of the Association sitting as an Appeal Court. As Arbitrator on this quality of barley, he has a well deserved reputation.

He has been on the Directorate during three triennial terms of office.

H. S. Scott was born in Liverpool in 1883, being the son of William Scott, a former member of the trade; he graduated with Montgomery, Jones & Co., entering the firm's office in 1899. He has accomplished thirty years of continuous work in the same surroundings, becoming a partner in the business in 1923.

When it was decided that India Buildings were to be rebuilt, Montgomery, Jones & Co. removed from their well-known basement, so long occupied and conveniently situated at 8 Brunswick Street, to their present quarters in Mersey Chambers, Covent Garden.

C. B. MOSS

Was a member of a Manchester family, his brother owned Mode Wheel Mill—on the line of the Manchester Ship Canal.

C. B. Moss was a well-known figure in Brunswick Street during many years, keeping well to the front, and a real general broker, apt at collecting buyers for any sort of grain ; a very useful personage when merchants had to deal with consignments of somewhat unsaleable character. His connection with the Manchester district was his strong point. In his earlier days he was very particular as to his attire, getting his coats from Poole of London.

Later in life he found things difficult, but knew how to keep smiling, through lean times. Government Control regulations provided him with a steady income, while it lasted, much in excess of his earnings just previously. He died in 1920.

NORMAN-THOMAS BROTHERS.

NORMAN-THOMAS & COMPANY.

The family of Norman-Thomas is of Liverpool origin and during the past forty years the name has been well represented in Brunswick Street. Hilbert Norman-Thomas was the eldest brother, and entered the trade in the year 1890, through the office of Segar & Tunnicliffe. He and his brother Wilfred, in the

year 1899, founded the firm of Norman-Thomas Brothers. Hilbert died in the year 1920 in the prime of his life through an accident. Wilfred, the second brother, was apprenticed in the year 1892 to the firm of Reid & Glasgow, and subsequently acted as a salesman in the office of Oswald Dobell & Co., until the year 1899 when he joined his brother Hilbert, as stated above, in creating the firm Norman-Thomas Brothers, retiring therefrom in 1924. At this date the style of the firm was altered to Norman-Thomas & Company, with an office at 15 Fenwick Street; the present sole partner is Maurice, known to his familiars as "Turk." He entered business in the office of Richard Cornelius & Co., in the year 1895, joining his brothers as manager in the firm of Norman-Thomas Brothers in the year 1901.

NORTH SHORE MILL COMPANY.

The origin of the company was in connection with a rice mill built on the site by Joseph Martin, residing in 1859 at Church Lane, Seaforth. He was a clever engineer and before long he added a Flour Mill plant to his rice mill. Then he got into difficulties and the North Shore Flour and Rice Mill Company was formed to take over the concern, Martin going out of it. One of the creditors was Joseph Hubback, another Robert Makin & Sons; I do not know whether

Ross T. Smyth & Co., or Rathbone Bros. & Co., were also interested. The Company was a profitable concern in the sixties and seventies, and the original mills were much enlarged, a warehouse built and new engines provided. The Rice mill ceased to be profitable as soon as cleaning operations were adopted in Burma and shipments direct to Cuba and other destinations began. The Rice mill was closed in the eighties. The outstanding figure was the Secretary, John Ross, though in the mills early days the mill-manager, Mr. Wood, was a good man. John Ross continued his work until his death in the nineties. He had all the Scotchman's perseverance and absolute devotion to duty as he saw it. The mill managers, after Mr. Wood's time, until Edward Cooper was appointed, did not make the success that was due from the location and connections of the concern. John Ross could do no more than look after the business section.

Edward Cooper gained his first experience in the South of England, from 1874 onwards at Ashford and Southall. At Minneapolis a few years later he was in the Crown Roller Mill, the pioneer roller plant in that city. After working also with W. D. Washburn & Co. he returned to England to take part in the erection of mills under Harrison Carter in 1881. He then spent eight years with Robert McCaulay & Sons in their Belfast and

Larne Mills. His next appointment was with James Tucker at Cardiff during the building of the plant known as the Cardiff and Channel Mills.

Edward Cooper came to Liverpool in 1893 to take up the appointment of Manager at the North Shore Mill. His expert and up-to-date methods of milling were much appreciated by the Board of Directors, as his activities contrasted favourably with the ill-health and unadaptability of a predecessor. Throughout the changes incident in the milling industry he has continued to fulfil the duties which he undertook so many years back.

PATTERSON BROTHERS & COMPANY.

Established in a small way by Thomas Main Patterson in 1848 for general purposes, trading with Northern Ireland in Provisions, Oatmeal and Tallow, and afterwards drifting into the Corn Trade in response to the establishment of Free Trade in 1849. On 1st January, 1855, John Patterson joined the firm, which continued until June, 1884, when it was dissolved. Thomas Augustus, a son of John, and William Seeds, a son of T. M. Patterson, had each been previously admitted to the firm. In 1863, fully responsible Branch Houses had been established in New York and in New Orleans, under the names of Logan

& Preston, and J. P. Preston & Co. respectively, as exporters of American produce, chiefly wheat, flour and maize. After the dissolution of 1884, the constituent members established separate firms both in Liverpool and New York.

John Patterson was born in May, 1822, in the Londonderry district of Ulster, and came to Liverpool about 1850. He joined forces with Thomas Main Patterson in 1855 and after the dissolution in 1884 continued in partnership with his son, Thomas Augustus, for five years, dying in 1890 at the age of 68. He strongly identified himself with the local Liberal Party, and if the claims of business in the interests of himself and a family had allowed of it, might well have achieved a considerable position in Imperial politics. He was a strong and capable speaker in the manner of John Bright employing forcible Saxon phrases, not without humour. He was a kindly disposed man and always ready to take up the cause of the " under dog." Tenacious of his opinions and judgment, he would, if in a minority, sign an arbitration award " from which I dissent." He was a local Magistrate and strong Temperance Reformer. He was a Director of the Maritime Insurance Company and of the North Shore Mill Company.

His clear insight into evidence and character of a witness when on the Bench was not

always appreciated by the lawyers. He used to tell of an occasion when he had hinted that time was being wasted over an apparently clear issue. Mr. Brenner, the prisoner's representative, said " Waste of time ! I submit that the Bench should remember that there is always time to do justice." John Patterson was a heavily built man (very similar to John Bright, his prototype) with expressive features, in full play when he was speaking, adding to the effect of his utterances.

John Patterson was Chairman of the Association of the Liverpool Corn Trade in 1880, and was a prominent member of the Council of the Liverpool Chamber of Commerce.

He took a strong view during the American Civil War, in support of the Union, and became popular in American business circles afterwards.

Thomas Augustus Patterson, son of John Patterson, was born in February, 1854, and educated at the Royal Institution in Colquitt Street, and afterwards in Germany. He served his apprenticeship with Balfour, Williamson & Company, subsequently spending some time in New York and joined the firm of Patterson Brothers & Co., in July, 1880. In 1884, with his father, he established the firm of John Patterson & Son, as

grain importers, with close connections with his brother in London, Robert Alexander Patterson. He died in July, 1924. His brother, who had attained a considerable repute as Arbitrator, died two years later. For five years Thomas Augustus was a member of the City Council and became a Borough Magistrate. He resided at 16 Devonshire Road. With dark hair and a pale complexion he was at one time of active habit, but later he suffered from arthritis, which gradually crippled him. He was always ready to do a service to his friends, though his manner was slightly abrupt, now and then.

Thomas Main Patterson was born in County Down, Ulster, in December, 1822. His ancestors had come there from the Scottish Lowlands under the Settlement of 1609, the political movement which had such an important influence on Northern Ireland, and its loyalty to Britain. Pressed by the economic distress and famine of 1846 and 1847 he migrated to Liverpool and gradually took an increasing part in the grain trade. He had married into the well-known Belfast family of Seeds. In 1873, the Corn Trade demanded a second seat on the Mersey Docks and Harbour Board by reason of its increased imports, and T. M. Patterson was elected to this position which he held until his death in 1889. He had retired from business in 1884. His firm

had been considerable grain importers and commission merchants for 35 years. The partners, although both Ulster men, were no near relations, but probably deriving from the common stock of the Ulster Settlement of 1609.

T. M. Patterson was a tall, thin man, and in later years was not in good health. He took great interest in the Mersey Dock Board's work, serving as Chairman of the Warehouse Committee of the Board; he was a good authority on financial and the administrative questions at the Dock Office. When some younger members of the Corn Trade suggested that the Board should get an Act of Parliament to remedy some of their obvious grievances, he pointed out with much force the difficulties of obtaining any such Act at Westminster.

William Seeds Patterson was born in March, 1854, and is the last surviving member of the firm which his father founded over 80 years ago. He was educated at Uppingham School and proceeded, in 1873, to Cambridge, where he gained a second class in Classical Honours. He also played cricket in the University XI. all the time of his undergraduateship and was Captain in 1877. He then came to his father's firm and was admitted a partner in 1880. After about 18 months spent in his New York house of Logan & Preston he returned to

Liverpool and in 1884 established the firm of Patterson & Preston, in Liverpool; W. S. Patterson & Preston in New York, in 1889, continuing the business, after J. P. Preston's withdrawal, in partnership with Herbert P. Harrison. In 1892, he was elected a member of the Mersey Dock Board, from which he retired on leaving Liverpool, in 1914. In 1894, he was President of the Liverpool Corn Trade Association, and in 1899 was Captain of the Royal Liverpool Golf Club. He was for many years a Director of the Maritime Insurance Company. He represented the Liverpool Corn Trade before the Royal Commission of Food Supplies in 1903.

W. S. Patterson had his own theories as to conducting his business, by watching carefully the trend of opinion, and often acting in a contrary sense. His most successful style of trading was as a " short " seller, whenever an adequate premium could be obtained for future delivery.

In his younger days his physique was an excellent one, powerfully built he was just the type of a cricketer. On one occasion playing in an English XI. against an Australian, the match was won by his judicious play, when 90 runs were scored for the tenth wicket.

He resided, when in Liverpool, in Fulwood Park, previously at Windermere Terrace, Princes Park. He now lives at Ridge End, Hook Heath, Woking.

PAUL BROTHERS LIMITED.

A private limited company, has developed in the present century, following on the purchase, in 1897, of the Coventry Mills belonging to Robbins & Powers, well known millers in their day. In 1903, the first Birkenhead mill was opened and in 1910 a second mill was added. Both these mills have been enlarged from time to time, and after the original silo was destroyed by fire in 1924, a new ferro-concrete silo, with a capacity of 40,000 quarters was constructed, to serve both mills.

In 1916, the Station Road Mills at Cambridge were purchased from Foster Brothers.

In 1922, the business and mill of Campbell & Witham Ltd., at Lowestoft, were acquired, and in 1926, the Offord & Buckden Mills, belonging to Bowyer & Priestley Ltd., were taken over from that old established concern.

The partnership of Paul Brothers was formed in 1910, and consisted of W. Hewitt Paul, J. Roland Paul and F. Oscar Paul. In 1924 this partnership became the limited company, with Directors above-mentioned. All three Directors are sons of R. S. Paul, of Ipswich.

" Home Pride Self-raising Flour " is one of the specialities of this extensive milling business.

PILLMAN & PHILLIPS.

The original members of this firm were J. C. Pillman and Percy E. Phillips. Mr. Pillman entered the London office of Power Brothers & Co. in 1873, as a junior, later he joined in partnership with T. S. Medill, and, in 1879 took up actively the importation of American flour. Some trade had been going on in barrel flour from the States, dating from 1860, but only on a limited scale.

In 1885, the firm of Pillman & Phillips was founded and in 1891, Louis B. Phillips, brother-in-law of J. C. Pillman joined ; Percy Phillips died a few years later.

The business has extended throughout the kingdom with offices in London, Liverpool and Bristol, as well as agencies in Belfast and Dublin. Close connection with many up-to-date flour mills in America has been maintained.

Louis B. Phillips was the founder of the Bristol branch, which was afterwards placed under the management of A. J. Farmer, continuing so until his death in 1929. Mr. Phillips concentrated attention on the Liverpool Branch, whence he controlled the agencies in Ireland.

Mr. Phillips was on the Directorate of the Liverpool Corn Trade Association during the war period, and retains his membership, although he, as well as J. C. Pillman, retired in 1925. Mr. Pillman died in 1926, aged 70.

The business remains in the hands of the family, the present partners being J. H. Pillman, C. H. Pillman and H. L. Phillips.

Mr. Louis B. Phillips preserves vivid memories of visiting the United States and Canada, in 1906, in company with his nephew, J. H. Pillman, when they went as far westward as Kansas City and Winnipeg, calling at all important milling centres, both in Canada and the United States. Mr. Phillips was appointed a magistrate of the Borough of Liverpool in 1924.

PREECE & SWINDELLS

As a firm dates from 1922, both partners had considerable business experience before they joined.

James T. Preece was born in Liverpool in 1880, and served an apprenticeship with Richard Atkinson & Co., taking up business on his own account just before the outbreak of the War in 1914.

J. W. Swindells is a Warwickshire man, born at Atherstone in 1865, and served apprenticeship with Richardson, Spence & Co., from 1881 to 1886, when he took up a responsible position with Ross T. Smyth & Co. It was not difficult to see that he was thoroughly in the confidence of the late Edward Paul, who relied on his activity and knowledge of the details of the trade in a considerable degree.

During the period of Government control, J. W. Swindells held a prominent position in the Liverpool Grain Trade, and after decontrol took place, he was appointed manager of the Liverpool Branch of the Royal Commission on Wheat Supplies, which functioned for the whole of the North of England. This branch eventually closed down in June, 1922, after clearing up all the stocks of various products within its sphere of action.

JOSEPH PENN PRESTON & CO.

J. P. Preston was a member of an old Liverpool family, and was a Freeman of the City. The family was originally settled at Ellel, near Lancaster, where they are still represented; Mr. George Theophilus Preston, of Ellel, was High Sheriff of Lancashire in 1891.

The old established firm of Fawcett, Preston & Co. includes relatives, and J. P. Preston's father, analytical chemist, took a prominent part in the chemical research of their steel foundry. He was owner of property in Preston Street, Vernon Street and Stanley Street, between Dale Street and Whitechapel. The wine merchants' firm of Robert Preston & Co., with offices in Vernon Street, included another relative, Mr. William Preston, for many years on the Town Council, Mayor in 1858, and High Sheriff of Lancashire in 1865.

J. P. Preston was born in 1840, and educated at the Liverpool Institute, he was apprenticed to Patterson Brothers & Co. at the early age of fifteen, as frequently happened in those days. In 1863 he was commissioned by the firm to set up a branch house in the United States, as Logan & Preston, in New York, and as J. P. Preston & Co., in New Orleans.

The advancing age of both the partners in Patterson Brothers & Co. caused them to recall Mr. Preston to Liverpool in 1875. He remained in active relations with the firm until its dissolution in 1884, when he joined W. S. Patterson, under the title of Patterson & Preston in Liverpool, W. S. Patterson & Preston in New York. This partnership was dissolved by Mr. Preston's taking up business for himself in 1889, as J. P. Preston & Co. He was joined by his son, Harry R. Preston a few years later. J. P. Preston took a very keen interest in the affairs of the Corn Trade Association, and served on all the subsidiary Committees, becoming President in 1896.

He was accustomed to recall his numerous voyages across the Atlantic in the paddle steamers of the Cunard Company, and had many memories of his sojourn in America. He resided at Wavertree for some years, and later at Blundellsands, dying in 1913.

ROBERT PROCTER & SONS.

The origin of this firm is a matter of considerable interest. In the year 1800, Thomas Booth was established already in the Liverpool Corn Trade, and had to share the unpopularity of its members when, in that year, wheat was at 113/- per quarter. In 1803 he was nominated by the Select Vestry of the Parish of Liverpool as a member of the Committee for strengthening the defences of the Port against threatened invasion. In subsequent years he took a prominent part in public affairs, in 1817 demonstrating against the suspension of the Habeas Corpus Act. He took the Chair at another meeting on 20th November, 1820, in support of Queen Caroline's claims for due recognition. A subsequent meeting on the subject broke up in disorder. In May 1821 an influential gathering, in which he took part, protested against building warehouses on the dock quays, on the plea that the warehouse accommodation in the town was already more than sufficient. About this time, Joshua Walmsley had become a partner in the firm of Booth & Walmsley, to whom Robert Procter was apprenticed in 1823. Mr. Walmsley undertook much public work, was Mayor in 1839-40, and was knighted on the occasion of the marriage of Queen Victoria. He was afterwards M.P.

for Leicester, and retired from the Corn Trade in 1847, dying in 1871.

Robert Procter continued and amplified the business, which had maintained a leading position in the Liverpool Corn Trade for many years. The original office was at 29 Hurst Street; Joshua Walmsley lived at 4 St. James' Road, in 1820.

Robert Procter had been stationed for a number of years in the Midlands in order to keep touch with the many millers then drawing their wheat supplies from Liverpool, by the canals. Late in his life he fell into bad health, and his eldest son, Charles James Procter took up an active part in the business, when he was only 14 years of age. He was joined in due time by his younger brothers, John and William, and the firm became of considerable importance, having close connections in America and Canada, with a good hold on the increasing Argentine trade. The firm was very successful, owing to constant attention and untiring work. Residing in Oxton, Cheshire, Charles Procter was elected an Alderman of Birkenhead, and with due attention to the resulting duties, he combined active membership of various philanthropic associations. He died in November, 1927; the great attendance at the funeral was an indication of the respect and appreciation which he had earned from all classes

of the community on Merseyside. He was President of the Corn Trade Association in 1889-90.

John Cort Procter took a very active part in the business of Robert Procter & Sons throughout the career of the firm and worked quite as strenuously as did his brother Charles. Perhaps of the two brothers, he was the one most identified with the business, more especially after Charles had lost his sight. He served on the Directorate of the Association for several terms and his opinion on trade matters was always greatly in request.

Procter, Garratt, Marston Ltd. was founded in August, 1912, to continue the business. The original directors were John C. Procter, Charles Y. Hayward and F. S. Garratt.

F. S. Garratt retired in July, 1918, and John Procter in August, 1921. Charles Hayward had joined the firm of Robert Procter & Sons in 1876, and for many years represented them in Hull. He remained in office as one of the original Directors of Procter, Garratt, Marston Ltd. up to the time of his death, which took place in September, 1926. Charles Hayward had served on the Directorate of the Corn Association.

A. Sharpe served his apprenticeship with Robert Procter & Sons, afterwards continuing his work in Liverpool, Hull, London and Rosario. He was made a Director of Procter,

Garratt, Marston Ltd. in July, 1918, and retired in June, 1927.

T. H. Marston was actively engaged in the interests of Robert Procter & Sons and of the Company from the inception of the business in Argentina where he was located. He was made a Director in April, 1918, and retired in July, 1921.

The present Directors of the Company are D. R. Macphail, R. C. Hayward and G. G. Allen.

D. R. Macphail began his apprenticeship with the firm of Robert Procter & Sons in 1899, and during the War was Assistant Director of Contracts with the Royal Commission on Wheat Supplies. He rejoined Procter, Garratt, Marston Ltd. as Director, in August, 1921.

R. C. Hayward is a son of the former Director, C. Y. Hayward. He served his apprenticeship with Robert Procter & Sons, beginning in 1907 and was made a Director of the Company in January, 1926.

G. G. Allen entered the Grain Trade in 1891, serving his apprenticeship with J. & M. Harnett, of which firm Alexander Comerford was then sole proprietor. He has been actively engaged in the Grain Trade throughout his business career. He joined Procter, Garratt, Marston Ltd. in September, 1926, and was made a Director in June, 1927. Mr.

Allen is at the present time a Director of the Corn Association.

JOSEPH PYKE & SON.

The original firm established at Preston, about 1780, was that of John and George Gradwell, and members of that family continued to carry on the business until the John and Richard Gradwell of that day both retired, between 1850 and 1853. Joseph Pyke belonged to a family long resident in the neighbourhood of Preston; the son of Edward Pyke, born in 1772 near Claughton, he himself was born at Ribchester in 1810. He entered the Gradwell office in 1826, and in 1832 went to Liverpool, to become in 1838 manager of the local business of George Gradwell & Co., and a partner in 1841. He was also made a partner in the Preston firm in 1846. The sole control of the business was in the hands of Joseph Pyke after 1853, until in 1857 he took into partnership his son Edward, as well as his nephew, Edward Pyke, of Great Crosby. Joseph Pyke next spent two and a half years on the Stock Exchange, the firm being Gillows & Pyke; he quitted business altogether in 1863; his son Edward remained in charge at Preston, continuing also his partnership with his cousin of the same name in Liverpool.

The firm's title of Joseph Pyke & Son, adopted in 1857, has remained in use. Edward Pyke, of Great Crosby, retired in 1885, after a partnership of 28 years with his cousin of the same name; the latter now established his eldest son, Joseph Pyke and James Charnock as his Liverpool partners. James Charnock had worked in the office for many years, a character full of humour and geniality. Like all the personalities just mentioned, he was a strict Roman Catholic. In his Preston firm, Edward Pyke associated Cuthbert Pyke, his youngest son, to whom we are indebted for the family story, and John Hothersall, a trusted coadjutor for many years previously.

Edward Pyke, a well-read man, was a close student of economics, arriving by his own methods at very sound conclusions. In 1892 and 1893 he took up the belief that the wheat consumption in this country had not kept pace with the foreign supply plus farmers' reserves. These invisible stocks were, in his opinion, a danger to the market values, and he seemed to have vindicated his anticipations when wheat fell almost to 4/- per cental in 1894.

Edward Pyke died in 1911; James Charnock retired in 1908.

In 1910, land was bought by the Preston

firm on the Trafford Park Estate, Manchester, and a Provender mill erected. The new business was styled Joseph Pyke & Son, Manchester The partners were Edward Pyke, Cuthbert Pyke, John Hothersall and Ithiel Coulthurst (for many years with Robert Baxendell & Son). This mill was sold in 1912 to the Co-operative Wholesale Society and a larger Trafford Mill was built adjoining the Ship Canal, on a site purchased from the Canal Company. Business was carried on until 1919, when the mill was sold outright to John Greenwood & Sons Ltd. Ithiel Coulthurst retired and the Manchester firm ceased to exist.

The Liverpool and the Preston businesses were turned into Limited Companies in 1925, as Joseph Pyke & Son (Liverpool) Ltd., and the corresponding title for Preston. The Liverpool Directors were Joseph Pyke, Cuthbert Pyke, his son Edward Pyke and John Joseph Power, formerly with John Wedd & Son, Manchester. The Preston Directors were Cuthbert Pyke, John Hothersall and his son Edward Hothersall. Cuthbert Pyke was appointed Chairman of both Boards of Directors.

JAMES V. RANK

Is a director in the eminent Milling business of Joseph Rank, Ltd. This business, though

not strictly of Liverpool, is so important that it must be specially noted in this book.

James Rank took the lead in negotiating the establishment of the "Millers' Mutual," an association comprising the chief flour millers of Britain. For two years in succession he was elected President of the National Association of Millers. His merits are cordially recognised by his fellow traders. Though business engagements prevent any but very short visits, he takes a keen interest in the Liverpool Association of which he is a member. Still in the prime of life, he will doubtless go a long way further yet. At Ouborough, near Godstone, in Surrey, James Rank resides amid congenial surroundings. His world-famous kennels take their name from his domicile.

REID & GLASGOW.

John Reid was in business at Londonderry as a partner in the firm of William Haslett & Co. at the time when the establishment migrated to Liverpool in 1846. William Haslett returned to Londonderry not long afterwards; John Reid carried on the Liverpool business under his own name. In 1859 he took into partnership Robert James Glasgow, who had been apprenticed to him.

The firm of REID & GLASGOW remained unaltered until 1924. John Reid had long

been a popular member of the Corn Trade as the chronicler remembers him, his decisive manner was not without its humorous side. His death took place in 1878, when he was succeeded by his son JOHN MARSHALL REID, then an assistant with Ross T. Smyth & Co.

Robert James Glasgow was also of a North of Ireland family. He was elected President of the Association in 1887, having devoted considerable attention to the work, especially in connection with the inauguration of future delivery trading. Residing at Breeze Hill, Bootle, he took great interest in affairs concerning the locality, serving as Chairman of the Bootle School Board, and as a member of the Town Council, besides devoting much time to various charitable organisations. A thin, spare man, of cordial manners and keen attention to the business in hand, he gave the impression of working always at full pressure. He died in November, 1913.

J. M. REID was first elected as a Director of the Association in 1889, and has served at intervals in that capacity during 33 years. He was President for the first time in 1895/96 and accepted a second Presidential term of office in 1922-23. Though he writes of himself as an "Old Stager," he continues to take an active part in Corn Trade affairs, and to exercise considerable influence in Brunswick Street.

GEORGE RIDGWAY

Comes of a family belonging to the grain trade for three generations, as his father and grandfather too were well-known millers at Hanley, one of Arnold Bennett's Five Towns, in Staffordshire. He came to Liverpool in 1895, as an apprentice with J. P. Preston & Co., and worked afterwards with Griffith, Williams & Co. for three years or so. Beginning business on his own account in 1904, he did so under the title of George Ridgway, Junr. & Co., a form retained throughout.

George Ridgway has always manifested much interest in the well-being of the Association, and is wont to employ persuasive eloquence in support of salutary reforms. He was instrumental in settling the brokerage for futures trading at a fixed amount, and so preventing any undercutting.

Being also popular and respected, he has served on the Directorate of the Association for two terms—1915-18 and 1921-24.

RIDYARD & LEICESTER

Were corn merchants at 28 Brunswick Street in 1845 (William Ridyard lived at Allerton and Peter Leicester at Blackfield Terrace, Kirkdale).

In 1860 there was the firm of Ridyard, Daly & Co. at 28 Brunswick Street. Denis Daly lived at Stanley Crescent, North Shore ; afterwards the firm was DENIS DALY & SONS

at the office at same address and residence at Mersey View, Brighton-le-Sands. Denis Daly was a very genuine Irishman. He kept his business, chiefly with Ireland, for many years.

A story, perhaps only legendary, tells how Denis Daly traded with an itinerant vendor of goats, intending to secure a supply of goat's milk for the nursery children. When the purchased animal arrived at the doorstep, it was found to be a billy-goat.

F. M. RIGBY

A Lancashire man, with an office at 10 Brunswick Street, residing at 36 Great Oxford Street, in 1859. He was a Broker, who devoted his special attention to mixed American corn futures, very active in these contracts, in the seventies and eighties; a keen politician, brother of Sir John Rigby, Attorney General and Lord Justice.

F. M. Rigby was a well-read man and most conversational. He fell into bad health and left Brunswick Street, though not an old man then. I do not think he ever traded in Spot business at all.

RIGBY & BEAVAN.

The senior partner in this firm is W. R. Rigby, a member of an old Liverpool family, though he himself was born in Egypt. He graduated in the office of Robert Procter & Sons. His entry into business on his own

account was in 1908, as partner with Basil Georgala, who was then already much disabled by his blindness. The firm was actively engaged in the Indian wheat section of the trade, as brokers for Ralli Brothers, a connection still maintained by Mr. Rigby. Basil Georgala died in 1912, and John Beavan was taken into partnership. He had been apprenticed to Richard Cornelius & Co. in 1901, subsequently spending some years as salesman with Harris Brothers & Co.

The Indian export trade has become intermittent in recent years, but Rigby & Beavan are still regarded as the premier brokers of this department. The firm has extended its activities in several other directions, and, among these, they represent the European Grain Agency of Argentina. In 1924, the firm was merged into the Grain Union Ltd., but two years later regained a separate existence. A third partner was then admitted in the person of R. P. Duke, who has the distinction of representing the third generation of the Rawson Dukes of Brunswick Street. All three partners in the firm are short in stature, but their bodily presence is by no means weak. In the recurring pastimes on the eve of holidays, one or two of them were wont to take an active part.

ROBERT ROBERTS & SON.

A Flour Broker, Robert Roberts was an unmistakable Welshman, grey hair and face,

always reminded one of a rabbit (not a Welsh one). He had a great connection among the bakers and when a new lot of American or Canadian flour came on the market he was able to collect orders enough from eight or ten of the bakers to deal with the whole parcel, never very large in those days.

His son, Edward Roberts, was cashier at Segar & Tunnicliffe, until the death of another son made it necessary for him to join his father. He had just the same quiet, persuasive manner and was quite a success for many years, until the lines of trade altered.

T. G. RODDICK

Was born at Annan, in 1888, and entered his apprenticeship with Charlton & Bagshaw, in 1906. He was afterwards with Harrison Brothers and went to America in that firm's interest in 1910. On 5th August, 1914, he joined the Liverpool Scottish Regiment and served during the war period.

On commencing business for himself in 1919 he visited America once more, and was there again in 1924.

He was elected to the Directorate of the Association in 1924, and again in 1928.

In Liverpool, he trades under the style of T. G. Roddick & Co., while in London he is a Director of J. W. Mitchell Limited. His

partners in Liverpool are A. Barrie and R. S. Whitson.

SANDARS & CLAXTON.

(Goodwin, Clunie & Co., Clunie & Kemp, Kemp Brothers.)

Joseph Sandars was in business soon after 1800 at 16 Goree Piazzas, and in 1820 lived in Pembroke Place. He took into partnership, rather later, William Claxton, and the firm was always known as Sandars & Claxton, although it comprised other members at various times.

John Francis Goodwin was connected with Sandars & Claxton for twenty years before becoming a partner.

Joseph Sandars was always the controlling spirit, being a man of great force of character and decision. We find him in the unsettled times of 1817 strongly protesting against the suspension of the Habeas Corpus Act. In 1824 he was the mainspring of the agitation for the construction of the Liverpool and Manchester Railway. Again in 1831 he was very active in supporting Electoral Reform, and in 1837 took a leading part in suggesting remedies for depression in trade.

When the potato crop failures caused famine in Ireland, on the initiative of Joseph Sandars the firm took a prominent position in saving thousands of lives by a prompt supply of American maize. Every available vessel

was chartered to load in the United States for Irish ports. Vessels were then of small size, probably few carried more than 500 tons but this limitation enabled the firm to supply many small coast towns with food.

In 1844, Sandars & Claxton's office was at 27 Lower Castle Street; Joseph Sandars resided at Johnstone Hall, near Eccleshall, in Staffordshire. He took great interest in promoting railway construction, and when the financial collapse ensured, he suffered severely, though his position in the Corn Trade was more or less maintained.

John Francis Goodwin carried on the business in partnership with T. M. Clunie, as Goodwin, Clunie & Co., until his death about 1858, when the firm became Clunie & Kemp. J. F. Goodwin was a very popular member of the trade, of quiet restrained manner; in 1845 he was resident at Fairfield Terrace, Edge Lane; he was quite a successful business man. For particulars concerning Joseph Sandars we are indebted to WILLIAM GOODWIN, who had in his possession considerable correspondence by his father, above-mentioned. William Goodwin travelled widely when he was young, and was a Life Fellow of the Royal Geographical Society. For many years he was connected with the Grain Trade in the United States and in Argentina. He died on 31st August, 1929.

T. M. Clunie and Thomas Kemp were both connected with Sandars & Claxton's firm.

Thomas Mein Clunie resided in 1859 at 27 Deane Street, Fairfield; in 1870 at 7 Princes Park Terrace.

T. M. Clunie came from Berwickshire to Liverpool before 1850. He earned a good income as an Arbitrator, and on Surveys, these latter were especially frequent in those days, as the wooden ships often damaged their cargoes and shippers were careless too about conditions at port of loading. T. M. Clunie was very pleasant company, and much in request for social gatherings. He was a good speaker too. He was one of the founders of the Liverpool Corn Trade Guild, and was the first Vice-Chairman in 1882, afterwards Chairman and always an active worker for its benefits. He was Chairman of the Committee of the Corn Association in 1882, just before the Clearing House was established. He was not a supporter of that development.

Rutherford B. Clunie was the son of T. M. Clunie. He took up the duties of Secretary to the Clearing House Committee soon after the Liverpool Futures Market came into operation.

For many years he was in charge of the Call, a method of trading which more recently was discarded as unnecessary. Rutherford Clunie was particularly apt in making the most of this system, which outlasted his own life.

It is a curious coincidence that he should have been so prominent in connection with the Futures market, a movement to which his father was so strongly opposed.

Thomas Kemp lived in Rice Lane, Walton in 1859, in Balliol Road, Bootle in 1870. He was always at his business, I doubt if he ever took any long holiday at all; a short man, clean-shaven, with fresh complexion; he suffered much from rheumatism and found it apparently difficult to get about in his latter years.

The firm of Kemp Brothers was established in 1888, as Corn and Flour Brokers, at 15 Fenwick Street. The original partners were Storey Kemp and Charles William Kemp, and subsequently the brothers were joined by a third, Henry R. Kemp. They were Lancashire men, sons of Thomas Kemp, partner in the once well-known firm of Clunie & Kemp, at 1 Fenwick Street.

Storey Kemp, who graduated from the office of Reid & Glasgow, is the sole survivor of the three brothers. He had come to Brunswick Street in 1877.

SAMUEL SANDAY & COMPANY.

The passing away of Samuel Sanday, in April, 1930, removes from the Grain Trade a very notable personality, one who was for many years a great influence in Liverpool. He

came to Liverpool in 1871, to the office of John Bingham & Co., joining William Bingham shortly afterwards. In the following year he was sent to New York to open an agency for his principal. After three years successful experience in New York he returned to Liverpool as a partner with William Bingham, until, in 1880, he founded the firm of Samuel Sanday & Co., in Liverpool, with a New York agency.

In 1887 he made his great move by sending a representative to Bombay to buy and ship grain to England, as India was coming into the World's markets then as an exporter, and in 1890 opened a further buying agency in Karachi, which latter developed a very large business owing to the great irrigation works then recently opened in the Punjab.

He had three main assistants, Mr. Shepherd, Mr. Patrick and Mr. Earle, who were made partners in the firm in the early days enabling their senior to take less active part in the business while his good judgment made his guidance invaluable.

The junior partners took their turns in New York and India for two or three years at a time, so that the firm at home were kept in close touch with their various branches. Mr. Patrick was responsible for opening the Karachi house, which was the main one, and was very ably seconded by Mr. Percy Jones

who was left in charge there from 1893 to 1912, becoming a partner in 1908, owing to his valuable services.

In 1896, the firm had accumulated sufficient capital to repeat the Indian experiment in Argentina and sent Mr. Gerald Earle, who had been ten years in the New York office, to open similar agencies there, of which he was in charge till 1900, when he returned to his original post in New York.

In 1906, the firm opened in Winnipeg one more agency in the name of K. B. Stoddart & Co., Mr. Stoddart having settled in Winnipeg previously. This branch was found capable, under the management of Mr. James Stuart, of handling the Canadian wheat buying for the Royal Commission during Government control.

Offices were opened in Hull and London, but the main business was centred in Liverpool till October, 1916, when the firm's connections at home and abroad were all taken over by the Government for the period of the War.

This necessitated transfer of headquarters to London, where Mr. Sanday decided to settle also. The various heads of departments held positions under the Royal Commission.

After decontrol by Government the firm continued to work, with further agencies which it had been rather forced into by its

activities under the Government, till the end of 1923, when on Mr. Sanday's retirement the firm was liquidated and various off-shoots were started. Patrick & Co. Ltd., in London and Karachi, by Mr. Patrick. Earle, Stoddart & Clayton Ltd., in Liverpool and London. Earle & Stoddart Inc., New York.

The name of Sanday & Co. was carried on in London by Cecil Sanday, who, with his brothers G. P. Sanday and W. D. Sanday, had been partners in the old firm.

Samuel Sanday was elected President of the Association in 1892, Joseph Shepherd in 1903, H. W. Patrick in 1907, and A. B. Earle in 1916. Joseph Shepherd died in 1929.

In 1921, additional partners selected from old associates in the firm were H. Batty, H. Brancker, Robert Clark, G. M. Clayton, J. Kenyon and G. L. Wilson.

SEGAR & TUNNICLIFFE.

Henry Cotton Tunnicliffe, one of my senior partners in 1869-70 was the owner of a good landed property in Staffordshire, at Yarlet and Whitgreave. He joined Halsall Segar (junior), in 1847, then being 23 years of age. He was a very healthy-looking man of fresh complexion, clean shaven and of active habit. But he was subject to occasional seizures, and died in one of these in March, 1870, just as he was completing his new

house, Yarlet Hall. This Hall was let shortly afterwards to the Reverend Walter Earle for a school, and worked very successfully as such. The executors refused Mr. Earle's offer of some £20,000 for this property, whereupon Earle bought Bilton Grange, near Rugby, and was even more successful there.

It was an unlucky refusal, as nobody else was ready to pay a fair price for Yarlet Hall, even on tenancy.

H. C. Tunnicliffe was a Director of the London & North-Western Railway ; he also was Chairman of the Corn Trade Association Committee for eight years in succession, from 1861 to 1869, an exceptional tenure of the Chair.

He lived at Wavertree, or at Yarlet, Stafford.

The name of Halsall Segar does not appear in the Directory of 1766, but in the next available issue of 1796, there is a Corn and Provision Warehouse held under this name at 20 South Dock, and that Halsall lived at 25 Hunter Street, off Byrom Street. There was also a John Segar described as a Corn Merchant at 27 Byrom Street. In 1820, Halsall Segar had an office at 23 Brunswick Street, living at 14 Russel Street. The connection with Brunswick Street suggests a link with more recent times, but I believe that continuity really belonged to another firm, that

of Segar & Houlding, in business in 1820 at 11 Goree Piazzas ; this firm was composed of Edward Segar (brother of the last-mentioned Halsall Segar) and of George Houlding, who lived at 8 Kent Square.

Edward Segar was elected member of the Select Vestry of the Parish of Liverpool in 1823 and 1824, and as Overseer in 1827.

He took into partnership, about 1837, his nephew, Halsall Segar, junior, and George Houlding having died, the firm was dissolved in 1847.

Edward Segar lived at 28 Hamilton Square, Birkenhead, in 1844, probably quite a new house then. The firm of Segar & Houlding had a long experience of the working of the Corn Laws, which tended to increase profits or to aggravate losses in the foreign grain trade, then in very moderate compass. Halsall Segar, junior, and Henry Cotton Tunnicliffe, in 1847, formed the firm of Segar & Tunnicliffe. Mr. Segar was an active business man, working very diligently at correspondence, as was customary in those days. The writer entered their office as an apprentice in 1860 ; Halsall Segar was already in poor health owing to attacks of asthma. He had a thin figure, with a slight stoop, bright piercing eyes with kindly expression ; he invariably saw the comic side of matters, though he could be serious enough. He was one of the

founders of the Association and was Chairman of the Committee in 1859. He was also for some time, a member of the Mersey Dock Board, representing the Corn Trade. In 1845 his address is given as Brandon Terrace, Birkenhead, at one time he lived in Church Street, near Woodside Ferry. Afterwards they were at The Hollies, Ashville Road, and he built Outwood, also near Birkenhead Park. But the crossing by boat was too severe a strain for his invalid condition, and they moved to The Grove, Huyton, where he died in 1873.

Edward Segar succeeded his father, Halsall Segar, as partner in the firm of Segar & Tunnicliffe in 1873 ; and was very popular among his large circle of friends and acquaintances in Liverpool. He was a diligent worker while at business, and inherited his father's deliberate methods of discussion on the market situation ; he was elected President of the Association in 1890, and served on the Corn Exchange Committee of Management for many years until the building was purchased by the Corn Trade Association.

After his marriage in 1879, he resided at Windermere Terrace, Princes Park. He died in 1924 at Bath, where he had lived for a number of years, taking an active part in public business in that city.

Edward John Thornewill, a partner in

Segar & Tunnicliffe from 1861 to 1898, he was the son of Edward Thornewill, owner of Dove Cliff, near Burton-on-Trent. A sister married Michael Arthur Bass, afterwards Lord Burton. In 1870, E. J. Thornewill married Anna Maria Gladstone, daughter of Robertson Gladstone of Court Hey, and niece of the Rt. Honourable W. E. Gladstone. The eldest son, Edward Noel Thornewill, inherited the Norris Green estate from his uncle, Robertson Gladstone junior, a partner in Heywood's Bank.

E. J. Thornewill was always keen on games and sports, was in the Cambridge University eleven and kept up his cricket for a considerable time. Later he became a great sufferer from asthma, and affection of the lung, but bore it all with unfailing spirit. Even after a severe attack which seemed to strain every nerve, he would make some quaint remark, and greet a friend as if nothing was wrong. He was one of the best salesmen that I have known, and could size up buyers' intentions most accurately. He kept his horses at Sandiway, near Tarporley, and took the greatest interest in hunting, while he was able, as well as racing much later. He won the Grand National with Gamecock, in 1887.

He lived for many years at New Brighton, but towards the end had to go abroad for the winter. He died at Algiers early in 1901.

He was a man of many friends, his good humour and wit made him so thoroughly popular and he was so right-minded with it. He was for a long time a Director of the Liverpool, London & Globe Insurance Company, and of the Liverpool Union Bank.

SHEARD, STUBBS & COMPANY.

This is a firm where each name has come down from a former generation, the partnership combines several classes of business.

The original James Sheard came to Liverpool from Yorkshire, in the seventies; his was an assertive character, not without its sterling qualities.

In those days, contract stipulations were not so clearly expressed as is now the case. James Sheard had bought from a Greek firm, a parcel of wheat to arrive from a Mediterranean port, on sample. On examination, after tender, Sheard found the bulk much mixed with extraneous matter, not represented at all adequately in the sealed sample. He refused to take delivery even on arbitrators' decision. So the wheat was warehoused and Sheard was sued for payment. It so happened that a portion of the bulk had been landed sea-damaged and sold by the importers.

James Sheard made no remark on the matter until, in Court, Counsel demanded pay-

ment for the goods, a quantity falling short by reason of the portion sea-damaged. Then Sheard's defence was that he had bought a specific quantity and that the quantity invoiced to him did not correspond with the stipulations of the contract. He got his verdict at once and opinion justified him, as the great variation from sealed sample was really a sufficient reason for a rejection.

He educated his family very thoroughly, and his sons took good positions.

H. W. Sheard had succeeded an elder brother in the business, and was successful in carrying it on, until his health became uncertain and in 1912 he disposed of his interests, as recorded below.

H. W. Sheard was often in Italy in his latter years, and thoroughly appreciated all that is to be seen in that country. He lived for only a few years after leaving Heswall, where he had resided for some time.

The original firm of Stubbs & Co. was founded by Richard Stubbs, at Stone, in Staffordshire, in the year 1850, and a branch office was opened in Drury Lane, Liverpool, by his nephew William Charles Stubbs, in 1891. A considerable business was built up in grain and linseed cake imported direct from America, and the office was eventually moved to No. 28 Brunswick Street.

Edward Stubbs, the elder son of Richard Stubbs, joined the Liverpool branch in 1903,

and in 1912 the firm of H. W. Sheard was purchased (H. W. Sheard retiring) and Robert Houghton Anderson was taken into partnership. The firm then became Sheard, Stubbs & Co., and was run as entirely separate from the original Stubbs & Co., Stone.

The office was then moved to Corn Exchange Buildings where it is at present. Edward Stubbs was born in 1886 at Stone, and spent a year or so attending local country market before coming to Liverpool in 1903.

He joined the Liverpool Scottish in August, 1914, and went out to France in October with the First battalion as a private, finishing as a Captain attached to the Royal Air Force in Italy in 1918. He served on the Directorate of the Liverpool Corn Trade Association during 1923/25 and was elected for a further three years from 1929.

R. H. Anderson was born in 1880 and served his apprenticeship with H. W. Sheard. He went out to France in October, 1916, and was with the 15th Cheshires at the close of hostilities. He was made a Director of the Liverpool Corn Trade Association in 1926.

W. SHEPHERD

Had a mill in 1845 at 105 Brownlow Hill. I. Shepherd & Son in 1859. No mention is made in the 1870 Directory regarding Mr. Pontifex, later the chief partner.

SHIPTON, ANDERSON & CO.

This firm of long-standing in the grain trade has always had its headquarters in London, but has been continuously and most efficiently represented in Liverpool.

With active exporting connections in the United States and in Winnipeg, as well as in Argentina, they have combined a large share of the trading in future deliveries; the business became a notable one in Liverpool under the auspices of Archibald H. Taylor. Mr. Taylor's native place is Market Drayton, in Shropshire; he served an apprenticeship with Haughton & Livingstone, from 1884 onwards. It was some years later that he took up the position with Shipton, Anderson & Co. After the war the firm became a Limited Company and A. H. Taylor was one of the managing directors until his retirement in 1925. He has furnished some valuable memoranda, now quoted in his own phrases. As importers and brokers the firm did a large turning over and made every effort to fill millers' needs for all grades of wheat, hedging on the future market or elsewhere. The phrase "Universal Providers" was well earned. He admits a preference for the futures business and considers it to have been his speciality. He has taken a great interest in the gradual building up of what may now be termed the world's market, that is the

Liverpool Futures Market. When one can remember how, day after day, the number of wheat traders was called "fifteen loads," it rejoices him to see the splendid increase and to think that this branch of business has come to help in making up to Liverpool for the great loss caused by "Pools," amalgamation of milling businesses and direct buying, all tending to eliminate alike brokers, importers and merchants. He quite believes that Liverpool owes much of the success of the future market to George Broomhall and his paper.

A. H. Taylor was for several years a Director of the Corn Association, and recalls with much pleasure his Chairmanship of the Liverpool Corn Trade Guild. From his home at Eastbourne he still follows with the greatest interest the fortunes and misfortunes of the trade and of many old friends.

Richard A. Love is the son of the late Rev. Robert Love, Vicar of Great Crosby, and was President of the Corn Association in 1914. He has been for many years one of the Managing Directors of Shipton, Anderson & Co. Ltd.

It was soon after the Presidency of R. A. Love in the stress of wartime, and consequent scarcity of tonnage for transport of Australian wheat, that the position became aggravated by the development of weevil in the stocks of wheat thus compulsorily held back in Australia. Richard Love was already a member

of the Royal Commission on Wheat Supplies and, at this juncture was appointed as their Resident Commissioner in Australia. On arrival in Australia he visited, in turn, all the important accumulations of wheat, some portions already two years old. He came to the conclusion that the only effective plan of saving these stocks from destruction by weevil was the winnowing of everything already attacked, employing the greatest force available and risking the sacrifice of a large percentage of the affected grain. Under his energetic measures and personal superintendence, it was found possible to clean up the entire accumulation, with a loss of no more than five per cent. from the original weight harvested. R. A. Love was thus the means of rescuing for England and Australia an invaluable adjunct to the food supply, at a time when it was so urgently required. He was away from 1917 to 1919, and on his return was appointed Resident Commissioner for Liverpool and the North of England until Government Control ceased. He was awarded the C.B.E.

N. L. Kilner was born in Cheshire in 1894, and was apprenticed in the office of Shipton, Anderson & Co., in 1910.

He joined up for War service in August, 1914, and was under arms in France until 1918, attaining the rank of Captain. He

became a Director of Shipton, Anderson & Co. Ltd., in July, 1922, he gives very special attention to the maize department of the Company's business, and by continuous study of that branch of the trade, has become a recognised authority on all phases of that important market.

Spencer Bates is a Manchester man who entered the office of Griffith, Williams & Co., in that city, in 1903. Upon the closing of this firm's Manchester branch, Spencer Bates was apprenticed, in 1905, to Cunliffe & Swire, flour millers in Salford, where he served for seven years. In 1912 he was entrusted by Shipton, Anderson & Co. with the inception of their branch in Manchester, and in 1922 became a Director of the Limited Company. He is a most energetic principal salesman in the wheat trade. He has found time to take a chief part in organizing the Manchester Corn Trade Guild.

IN MEMORIAM.

REGINALD SLACK

Passed away in the first week of 1930, after being a familiar figure in Brunswick Street for more than half-a-century. Almost every day he was to be found in the Atlantic Newsroom, where he was a popular member, full of anecdote and of memories. These were embellished with original comments delivered in the strong Lancashire accent which pro-

claimed his origin. He dealt in fancy descriptions of food for fancy varieties of pigeons; it is not very wonderful if his conversation became fanciful now and then.

Reginald Slack served his apprenticeship with J. & G. Henderson, entering about 1872, and took up business on his own account when that firm was dissolved, only a few years later. Few of us have had so long and so continuous an experience of the trade in Liverpool.

SLATER BROTHERS & CO.

Are a well established firm of dealers, chiefly in maize; in this grain they have done an extensive business for many years. The brothers James and Alexander came as lads from the Orkney Islands to Liverpool, in the year 1861. Alfred was born in Liverpool.

James K. Slater was elected more than once to the Directorate of the Association. He is a man of sound judgment and of decided opinions. He is now in his eighty-first year and retired from business several years ago, but was a constant visitor to the Street. Until the last few months he has enjoyed wonderfully good health, and occupied most of his time in philanthropic work.

Alexander Slater is also still with us in 1930, continuing to take an active part in business. He also served one or two terms on the Board of Directors of the Association. The

youngest brother, Alfred, became a partner in 1910.

Alexander, Junior, son of James, entered the firm as a clerk in the year 1892, and was admitted as a partner in the year 1920, when the War and "Control" period had come to an end. In the ordinary course of events he will become President of the Association in the year 1930. He is a man of sound judgment with a wide business outlook and is highly respected, as are all members of the firm.

The actual founder of the firm was the second brother, Alexander, who had served a long apprenticeship with John Blyth & Co. He started on his own account in the year 1891, being joined by his elder brother James in December of that year. James served his apprenticeship with G. P. McKerrow & Co., beginning in 1863 as the office boy, becoming a salesman in 1873 for another eighteen years until he joined his brother Alexander. Alfred Slater entered on his apprenticeship about 1885, with the firm of Adam Douglas & Co., now extinct.

A NINETY YEARS' RECORD.

ROSS T. SMYTH & CO.

The firm of Ross T. Smyth & Co., Liverpool, was founded in the year 1839 by William Rathbone and Ross T. Smyth. William

Rathbone, Junr., became a partner in the year 1844. Owing to the destruction or loss of private Ledger No. 1, there is no record extant of the firm's initial capital, nor of the yearly trading results during the first decade of its existence, but all the inferences point to slow growth and very modest success.

On 1st January, 1851, the capital of the firm was slightly over £5,000.

On 31st December, 1851, Mr. William Rathbone, Senior, retired. The capital of the firm was then fully £6,000.

On 1st January, 1852, Samuel Gair Rathbone and Thomas Kenyon Twist became partners.

1853 can be aptly described as a Red Letter year. What was virtually the British agency of Schotzmans & Co., merchant millers, of France, was secured, and business increased by leaps and bounds. Beginning the year with a capital of over £7,000, the partners found themselves with a net profit of more than £5,000 on the twelve months' trading. This record left all previous efforts completely in the shade, and was particularly gratifying because of the fact that the business of Ross T. Smyth & Co., in these days, was a commission business pure and simple.

1854, 1855 and 1856. The increased activities of the firm were fully maintained during these years of the Crimean War, and their

average profits were over £3,000 per annum.

1857. On the 1st January, Edward Paul was taken into partnership. (He joined the firm as a junior clerk in 1844.) The capital of the firm on that date exceeded £20,000.

The crops of English wheat in the years immediately following the war were very large, reducing the level of prices all round, and naturally affecting the net results of Ross T. Smyth & Co.'s business.

It sounds comical nowadays to learn that in the fifties of the 19th century the result of each speculation was posted into the Private Ledger.

In 1857 forty-two ventures resulted in a loss and sixty-five in a profit.

In 1858 sixty ventures resulted in a loss and 117 in a profit.

The 1859 trading on *own account* results were adverse—it took time and money for Ross T. Smyth & Co. to learn this side of their business. Their first eight years' experience of own-account trading 1857-1864,, resulted in a small loss. From 1865 onwards, own-account trading was the chief source of income in most years.

To return to 1859—Hugh Lyle Smyth joined the firm as partner, Samuel Gair Rathbone and Thomas Kenyon Twist retiring in order to make room for him.

As indicated, 1859 was a lean year, but

during 1860 the firm celebrated its majority by making a record profit. 1861 to 1864 were fairly good years. 1865 was an excellent year and the net profits were large.

After a quiet year in 1866, 1867 was the best year which the firm had had in its history.

1868 and 1869. The English wheat harvest of 1868 was very big and very early—it is on record that some new wheat was cut, threshed and ground in Norfolk all on one day, the 12th July. There was a big slump in prices, and trading during 1868 and 1869 was very difficult. Ross T. Smyth & Co. got through the two years combined without loss or profit—a highly creditable result.

1870-1871-1872-1873. The firm of Ross T. Smyth & Co. was now established as one of the leading firms in the Corn trade, and large profits were made in these years, the commission side of the business contributing in round figures £70,000.

1874. This was a disastrous year, owing to Schotzman's failure, which involved the firm in a heavy loss. Schotzman began the year with £750,000 capital, but his commitments were so large that the exceptionally early and big French harvest reaped in July broke him and he failed in September.

The writer of these notes will always remem-

ber what William Wilson, head of Ross T. Smyth & Co.'s Accounts Sales department for many years, said to him : " R. T. S. & Co. lost nothing on balance with Schotzman—Schotzman's account was the backbone of the business for twenty years—through their connection with Schotzman's the firm had made heaps of money, both in commissions and in trading on their own account."

The writer would like to add that Mr. Wilson himself did his share.

1875-1879. The remaining five years of the seventies were very successful and resulted in a large net profit, of which £82,000 came from the commission side of the business.

1877. Before dividing the profits of 1877 it was resolved by the other three partners to vote £5,000 to Edward Paul as a mark of their appreciation of his conduct of the business for so many years.

With 1879 ended a decade which can be justly described as the golden days of the Corn Trade in the 19th century.

During the eighties conditions were much more difficult ; and the exporting rather than the importing country began to fix the price of wheat—weather conditions in England and France still told, but the weather in America told still more. With the steady persistent development of agriculture in America, and the marked reduction of the cost of transport by rail and ocean, a new

era of prices set in. Wheat which hitherto had been looked upon as a "moral" to buy when it fell to 9/- per cental, was found by 1883 to be "unnecessarily and abnormally high" even at 8/- per cental. Much money was lost by the Corn Trade whilst wheat was seeking the 7/- level.

1883 and 1884 were particularly difficult years—the decline in prices was practically continuous from February, 1883, until December 1884. Ross T. Smyth & Co.'s net loss in 1883 was considerable and their net profit in 1884 was only moderate.

1881 and 1888. These two years, owing to prolonged wet weather for the harvests in England and France gave results for Ross T. Smyth & Co. after the style of the seventies, but the other years of this decade were only moderate considering the size of the firm.

CHANGES. Many changes took place in the constitution of the firm during the eighties. Ross T. Smyth who had not taken an active part in the business for many years, died on the 14th January, 1881—after a partnership of 42 years, and at the age of 84.

Mr. Ross T. Smyth was born in 1797, in the North of Ireland. He was a partner in the firm of W. D. Smyth & Co. of Londonderry, and remained a partner in this firm until his death. He was a tall, spare man with a short beard and Celtic type of countenance. During

the early days of his partnership in Ross T. Smyth & Co. he took an active part in business, but later in his life he only appeared in the office on very rare occasions, most of his energies being given to his Londonderry firm. He took no active part in politics or public life. During the later years of his life he regularly spent the winter in the South of France. There is an excellent portrait of him, painted in the late 70's, now hanging in the Board Room of the firm in Liverpool.

H. G. Rathbone and Edward Rathbone, sons of the then senior partner, were admitted into the firm on the 1st January, 1883.

Douglas Muir joined on the 1st January, 1884, as a partner, having been with the firm since 1871.

In 1886, on the 9th September, Edward Rathbone, to the lasting sorrow of his relatives and partners, was drowned whilst boating on the English Lakes.

On the 31st December, 1888, William Rathbone retired from the firm after a partnership of 44 years, and on the 1st January, 1889, Edward Paul, Junior, and Hugh R. Rathbone became members of the firm.

William Rathbone was member for Liverpool in more than one Parliament, and held the seat for Carnarvonshire at a later date. He was, throughout life, well to the front in the public interests of the city of

Liverpool; he was a telling speaker, always master of his subject and impressive owing to his evident sincerity. Philanthropic objects engrossed much of his energies; this is a trait conspicuous in the Rathbone family, so honourably esteemed in Liverpool for two centuries past. This particular partner in the firm of Ross T. Smyth & Co., is recorded as the seventh of the name of William Rathbone in direct succession.

In August, 1876, Hamilton Clements joined the firm as a junior clerk.

In September, 1879, Hamilton Clements went to Hull as the firm's agent in that important port.

On 1st January, 1901, William Paul and Hamilton Clements became partners.

On 3rd May, 1901, Edward Paul, Senior, died. He had been connected with the firm for 57 years, 44 of them as partner.

Edward Paul was one of those men who could give attention to a casual inquiry, even when he was as busy as possible. He had always a pleasant greeting, both in word and in manner, inspiring confidence and appreciation from all classes of friends. He had already become a sort of universal referee in Corn Trade matters when the contributor of this paragraph first knew him, in 1869. He was forward in all enterprises for stabilising the grain trade, the Clearing House system owes much to his initiative; the Grain

Storage, which occasionally has seemed to have outlived its usefulness, never fails to recover and to anchor much business in Liverpool waters, which, but for Edward Paul's foresight, might long ago have drifted elsewhere.

He was a real leader of men, endowed with commanding genius and therefore ever ready to learn. One of his studies included lessons in French, when he was well on in years, and his business engagements were numberless.

Godfrey Smyth, son of Hugh Lyle Smyth, became a partner as from 1st January, 1902. He died in 1910.

Hugh Lyle Smyth died on 25th May, 1911, after a partnership of over 52 years.

Hugh Lyle Smyth was a fine type, a thoroughly active and efficient business man, a good sportsman into the bargain, and a genial host at Barrowmore in Mid-Cheshire. Apart from the important Directorships recorded later, he was Chairman of the North Shore Mill for many years from 1882 onwards. As set forth elsewhere in these notes, the eighties of last century were years of declining prosperity in the trade, and the North Shore Mill had its full share of untoward happenings, since the Rice Mill had to be closed owing to changes in the Burma trade. Hugh Smyth was a tower of strength in those difficult times, finding ways of minimising the stresses, and bringing sound judgment to bear

upon the situations. His patience in studying problems of the mill management was never failing. The contributor of this paragraph was one of his colleagues on the Board.

R. S. Harker and H. T. Robson joined the firm as partners on 1st July, 1911.

R. S. Harker, who now resides at Erinhurst, Frodsham, was a member of the firm of Ross T. Smyth & Co., and subsequently of the Limited Company from July, 1911, till October, 1928. His whole business career has, in fact, been connected with the firm. In Hull from 1890 to 1898, " under the excellent tuition of Hamilton Clements " ; and then opening the firm's office in Manchester. He visited the United States and Canada in 1902 and Russia in 1913. He was requested on behalf of the British Government to fulfil duties in the United States and Canada during 1916 and 1917. In 1920 he was in Argentina, in 1926 in India ; all these experiences were in strict connection with the firm. Mr. Harker was on the Directorate of the Corn Association from 1921 to 1924, and again from 1925 to 1928 ; he was elected President in 1927, and retains especially pleasant memories of his term of office in that capacity. Indeed, as he was enabled to combine close application to his work with resulting success, he designates his time in the grain trade as " a wonderful and excellent one."

F. Douglas Muir died on 3rd April, 1912.

His department in the business was chiefly in flour, he took a leading part in this side of the firm's trade. He was for some time resident at Trieste, in the days when the Budapest millers exported their manufacture by that route, indeed for a long period their make was known as " Trieste Flour." On more complete assertion of Magyar Nationalism, all this trade was transferred to Fiume. Douglas Muir was stationed at Odessa for a time in conjunction with Mr. Craig, who represented the firm at that City. Douglas Muir's sense of humour was keen, his was a genial and interesting character.

In 1914, shortly after the commencement of the war, the firm was appointed sole buying broker for the British Government.

In December, 1915, a Joint Commission was established by the British Government, the French War Office and the Italian Government, and the members of the firm were appointed their sole buying brokers.

In October, 1916, the Joint Commission came to an end and the Royal Commission on Wheat Supplies was established. Hugh Rathbone was an original member of this Commission and H. T. Robson was later also made a Royal Commissioner. The firm were taken over as a whole going concern by the Royal Commission and as it was considered that the operations of the Commission would be bigger than the firm could undertake,

Samuel Sanday & Co. were called in to assist them. The two firms were amalgamated in New York under the name of The Wheat Export Company Inc., with H. T. Robson as Chairman. The Wheat Export Co. was in existence from March, 1917, till September, 1920.

On 31st December, 1921, Hamilton Clements retired, and died in December, 1929.

On 31st December, 1923, Hugh Rathbone retired.

Early in 1924 the firm was turned into a private Limited Company.

Hugh Reynolds Rathbone, a nephew of William Rathbone, became a partner in the firm of Ross T. Smyth & Co. on the retirement of his uncle at the end of 1888, he was for 35 years an active business man, and is greatly interested in the well-being of Liverpool University. He was successively Treasurer and President of Council and now holds the Pro-Chancellorship of that University, after an official connection lasting 26 years.

Like other members of his firm, he served on the Royal Commission on Wheat Supplies during the war. He has had a seat at the Mersey Docks and Harbour Board since 1905, and was M.P. for the Wavertree Division in 1923-24.

Mr. Rathbone has developed to the full

the family tradition which combines great aptitude for public service with a notable facility in the conduct of extensive business affairs.

DIRECTORATES. H. L. Smyth was a Director of the Bank of Liverpool for many years until his death. He was succeeded in the directorship by Douglas Muir and on his death in 1912 his place was taken by Edward Paul, Junior, who was Chairman of the Bank in 1921/1922, after its amalgamation with Martins Bank under the style of Bank of Liverpool & Martins.

H. L. Smyth was a Director of the Liverpool, London & Globe Insurance Company.

Douglas Muir was, and Edward Paul, Junior, is, a Director of the Royal Insurance Company.

H. L. Smyth was also a Director of the British & Foreign Marine Insurance Co., and Sir Herbert Robson is now a Director of this Company.

Edward Paul, Senior, was responsible for the building of the Liverpool Grain Storage & Transit Company Ltd., and was its first Chairman. He was succeeded by Edward Paul, Junior.

The following members of the firm have been President of the Liverpool Corn Trade Association :—

Edward Paul, Senior.
Douglas Muir.
Edward Paul, Junior.
William Paul.
R. S. Harker.

BRANCH OFFICES. The first Branch office in the United Kingdom was opened in London in 1886. Offices were opened at other ports as follows :—

In Hull in 1887.
In Bristol in 1893.
In Manchester in 1899.
In Glasgow in 1920.

IN FOREIGN COUNTRIES. An agency was established in Spain about 1870, but was closed about 1880. An agency was established in Trieste about 1868. An agency was also opened in Odessa in about 1878 with Mr. Liddell Morton as agent. This was transferred to Rostoff in 1910 and closed in 1914.

ARGENTINE REPUBLIC. An agency was opened in Rosario in charge of Mr. Liddell Morton, in 1892, and an office was later opened in Buenos Aires. The Argentine agency was closed in 1921.

INDIA. An agency was started in Karachi in 1899, with John Clements and H. T. Robson in charge. John Clements left in 1901 and took charge of the office in Odessa, where he died in 1906.

NEW YORK. Messrs. Busk & Jevons were the firm's agents in New York from the

early seventies onwards. Later the New York agency was placed in the hands of David Bingham and on his retirement was again placed with Busk & Jevons, later Busk & Daniels, and remained with them until 1916, when a new agency was started under the name of Paul, Robson & Co., with H. T. Robson and G. Rae Callender in charge. Paul Robson & Co., from September, 1920, till the end of 1921, purchased the whole of the requirements of North American grain for the Italian Government.

Edward Paul, the second of the name, is now (1930) the Senior Director, having been a partner in the business for 41 years, so the affix of "junior" is inapplicable, albeit furnished to us by the official compiler of the firm's record.

Edward Paul inherits his father's genius for organization of a great business, including the discovery of useful talent among those who have the good fortune to enter the service of Ross T. Smyth & Co.

Although resident in London, he is frequently in Liverpool, always ready to further the interests of the Liverpool Corn Trade Association; he is a Trustee of the Corn Trade Guild, and Chairman of the Liverpool Grain Storage and Transit Co. He is greatly esteemed and much liked by his fellow traders.

He is a keen golfer and a good shot.

Sir Herbert Robson is the second son of the late Canon Robson, Incumbent of Christ Church, Claughton. He was educated at Birkenhead School and Trinity College, Cambridge. He mentions that for several successive years he was in the same form as F. E. Smith, now Earl of Birkenhead.

In February, 1895, he entered the office of Ross T. Smyth & Co., at Hull, and in October, 1899, went to Karachi. In conjunction with John Clements he started the business of the firm in India. The Karachi Chamber of Commerce elected him Chairman in 1909. In the following year he became a member of the Bombay Legislative Council and in 1911 he was made partner in the firm and left India.

Soon after the outbreak of war, in November, 1914, he was in Argentina on a secret mission from the British Government for the purchase of wheat, returning in June, 1915. His stay in England was a short one, as he undertook a similar mission to New York in January, 1916.

In 1917 he was appointed Chairman of the Wheat Export Company Inc. of New York, the purchasing organisation for all the Allies' requirements of grain and cereal products.

During his tenure of this important post he was made a Chevalier of the Legion of Honour (January, 1919) and received the decoration of K.B.E. (January, 1920).

Returning to England in September, 1920,

Sir Herbert has continued the firm's business in London. He is (January, 1930) Vice-President of the London Corn Trade Association and a Director of the Baltic Exchange.

Hugh R. Granger comes of an old Chester family. He was educated at Uppingham, and began his apprenticeship with Ross T. Smyth & Co., in 1908. He went to Manchester for the firm in 1912, and remained there until 1914. After the war he returned to Ross T. Smyth & Co., as Head Salesman. In 1924 he was made a Director of the limited company then established, and is the senior Liverpool Director. He is also a Director of George Lunt, Sons & Co., and of the Duke's Grain Warehousing Co. Ltd. He is a Director of the Liverpool Corn Trade Association.

His nice, gentlemanly address is much liked and esteemed. Possibly he may take a prominent part in the future of the trade.

G. Ravenscroft was educated at Charterhouse and was apprenticed with Ross T. Smyth & Co., in 1911. He remained in the Liverpool office for three years until the war broke out. After the war he returned to his old post and was shortly afterwards sent by the firm to New York where he stayed until 1921, when he returned and opened the Glasgow office in the early part of 1922, and remained there until 1926. His next move was back to Liverpool to take charge of the flour department at the head office. He was

made a Director of Ross T. Smyth & Co. Ltd. in 1928.

He has had a varied and valuable experience in the comparatively short period since he began his business career 19 years ago. He is looked upon as a good authority in the flour import trade.

SPILLERS LIMITED

Are among the most important millers and grain merchants of Britain, with establishments in London, Cardiff, Bristol, Hull, Liverpool, Leith, Birmingham, Gloucester and Plymouth.

Sir Wm. Edgar Nicholls, for a number of years Chairman of Directorate, prior to the reorganisation of the Company, was resident in Liverpool in his early days, but his continuous activities took place at Cardiff and in London.

The members in charge of the business in Liverpool are now E. W. Packer, Basil K. Stratton and Hugh Frost.

E. W. Packer joined the firm of Spillers & Bakers Ltd., Cardiff, in 1901, at the London branch, and was on the Baltic there from 1907 until the outbreak of war ; he joined up in August, 1914, and served in the Army until July, 1918. He then became Manager of Spillers Grain Co., at Bristol, and was elected as a Director of the Bristol Channel and West

of England Corn Trade Association in 1920. In 1921 he became a local Director of Spillers Grain Co. and removed from Bristol to Liverpool in 1922, on taking control of the Liverpool branch as a full Director.

On the reorganisation of the Company, in 1927, and liquidation of the various subsidiary undertakings, Mr. Packer was appointed Manager of the Animal Foods Branch of Spillers Limited, in the North-West area.

He was elected to the Directorate of the Liverpool Corn Trade Association in 1928.

B. K. Stratton entered the office of Spillers & Bakers at Gloucester, in 1898, moving to London shortly afterwards. In 1900, appreciating the significance of a statement prepared by his father, a well-known agriculturist, as to the possibilities of cooking maize for animal feeding, Basil Stratton originated and manufactured the first ton of flaked maize to be used for that purpose.

Manufactured originally by the Usk Vale Company, Newport, Monmouthshire (hence the name "Uveco.") Mr. Stratton subsequently pioneered the sale of this product to the point when suitable plants were installed at the Wallasey, London and Hull mills.

The flaked maize industry is now one of very considerable magnitude, carried on by some fifty firms, in all parts of the kingdom ; it has also been introduced into Belgium.

Basil Stratton has reason to believe that he made the earliest suggestion as to the importance of adding mineral matter in Cereal foods for animals for ensuring proper assimilation, he certainly was the pioneer in carrying out this plan in England. Appreciating the importance of the suggestion underlying the theory of balanced rations, Mr. Stratton has applied it to the proper blending of cereals, the natural food for stock. There are prospects for a very important industry in this direction.

He was on the Directorate of the Association from 1925 to 1928, and is a member of the Board of Directors of Spillers Limited.

Hugh Frost was born at Chester and educated at Malvern College and Clare College, Cambridge. He joined the staff of F. A. Frost & Sons, Chester (which business was established in 1817) in 1910, taking duties in the mill for a time, afterwards obtaining experience of the road by relief travelling, returning again to the office on the Administrative Staff. He was made a partner, 1st February, 1913. Upon the firm becoming a private company in order to join Spillers Milling & Associated Industries Limited, in August, 1920, he was made a Director of F. A. Frost & Sons Ltd. At the reorganisation period early in 1927, he was made Chairman of the North West Area Executive Committee of Spillers Limited.

With his quiet and unobtrusive manner he is very much liked on the Room. He is very courteous and good company. He has a delightful home on the banks of the Dee—a few miles above Chester.

As a son of Sir John Frost, he represents the fourth generation of this well-known family, in the milling business established by Francis Ayloner Frost more than a century ago.

WILLIAM STEEDMAN & SON.

The present firm is the representative of predecessors under various titles, during the last seventy years. Archibald Baxter & Co., of New York, were shippers of grain and provisions. In 1863, shortly before communication was established by Atlantic cable, William Steedman, a native of Kilmarnock, came from New York to Liverpool as agent for the firm. He was taken into partnership in 1868, and shortly afterwards, Peter Coats, of Paisley, joined the firm, then entitled Baster, Steedman & Coats. Owing to ill-health, Peter Coats, son of the baronet of that name, retired from business a few years later, but finding a more congenial atmosphere in Herefordshire, lived till old age, and partaking in the great prosperity of his family's thread enterprise at Paisley, his will was proved at £2,500,000. The firm of Baxter, Steedman & Co. was carried on by the remaining part-

ners until its dissolution in 1876. About 1878, William Steedman took Thomas Jones into partnership, and the firm continued as Steedman, Jones & Co., until 1887, chiefly, as at all periods, in the wheat trade, with some good connections in Wales. Thomas Jones retired in the last mentioned year and the firm became that of William Steedman & Son, on the admission of W. J. Steedman, who still carries on the business.

William Steedman continued to attend at the Corn Exchange regularly until increasing infirmity interfered. Always he had a pleasant greeting for his friends, he made cordial inquiries as to their well-being simultaneously with those as to the course of the market, equally interested in both subjects.

He died in 1906 at the age of 75. W. J. Steedman continues the early traditions of Archibald Baxter and of his father, by dividing his attention between Victoria Street and Brunswick Street.

TAPSCOTT, LANG & CO. LTD.

Is a private limited company, successor to a firm originally established by John Tapscott and William Barber, as Tapscott & Barber, about 1875. When William Barber retired, John Tapscott traded alone for a time, and then formed the firm of Tapscott, Kitchen & Neville, by an amalgamation with Kitchen & Co.

Fred. Kitchen died about 1905 and Neville retired from the firm, which then altered its title to Tapscott, Lang & Co., on W. A. Lang becoming a partner.

As standholders on the Liverpool Corn Exchange for more than fifty years, their business in imported beans, peas, rice-meal and other feeding stuffs is well known all over the country.

John Tapscott built a very good house, of the bungalow type, on the moorland of Heswall, where he resided for many years, taking great interest in local affairs, particularly in the Presbyterian Church, though he was never in strong health.

After his death in 1924 and that of W. A. Lang in 1926, W. L. Lang, Junior, became a Director of the Company, which is now under the Managing Directorship of C. A. Llewellin, who has been connected with the business for nearly 50 years, and of Richard Leigh who has been with the firm for nearly 40 years.

EDMUND TAYLOR

Who came from Shrewsbury, was a partner in the firm of Richardson, Spence & Co., in the Corn Trade, and at the same time Steamship owners, with a line between Liverpool and Philadelphia, as well as New York. Mr. Taylor was, after 1870, when James Spence left business, the leading power in the

firm. He was a man of great energy and determination, short of stature, with the keenest eyes, and a very firm mouth. Sometimes he reminded one of the fighting-cock. When President of the Corn Trade Association in 1883-84 he found the question of the future delivery contract ripe for settlement on a sound footing. He had the assistance of John Hannay, later to be Secretary to the Association, a new post. John Hannay had had experience in the Cotton business, and they began by endeavouring to work on the Liverpool Cotton Trade lines, but soon found it necessary to include a system of paying daily margins into a Clearing House, as custodian for all interests concerned. This was the chief improvement on the Cotton Futures system of periodical payments of differences between buyer and seller. Besides dealing with the future delivery contract, Edmund Taylor undertook the revision of the various Contract forms of the Association, which previously had not much order or coherence. This was even more difficult than the organisation of the Clearing House ; one of his definitions, particularly insisted on with much vigour, was that of the distinction between *quality* and *description*. When the Corn Trade took up seriously the question of Master Porterage Rates, as a Steamship owner Edmund Taylor took the other side, and was the chief opponent of the Corn

Trade's claims for reduction when the case came before the Board of Trade. The revision demanded seemed quite justified, but Edmund Taylor's arguments induced the Board of Trade to decree a compromise. The figures are not now of any interest.

He was a very keen Conservative, and described himself as a Tory Democrat. After much work in Liverpool, he could no longer agree with Sir Arthur and Sir William Forwood, and ever after confined his political energies to Birkenhead and Wirral. He was instrumental in getting Sir Edward Hamley returned for Birkenhead. He resided at Oxton, where he had a very interesting garden, located in an old sandstone quarry. He had served as President of the Liverpool Steamship Association.

Charles Campbell used to chaff Edmund Taylor about the device on the side of the steamers' funnels. The Line was known as the Flower Pot Line, but Charles Campbell insisted that it was a Jam Pot. Edmund Taylor, who died in 1907, had since retiring from active business taken a keen interest in educational questions, especially in Birkenhead.

JOHN TENBOSCH

Came to Liverpool in 1873 and had inherited from his eldest brother, Nicholas, a very good connection in the wheat business of

California, at a period when it was still active. His brokerage business in cargoes was very extensive, and led in 1886-1887 to his agency for the "California Clique," who made an attempt to control the wheat markets on this side. The attempt ended most disastrously for the members of the Clique, and John Tenbosch must have been involved if he had not acted with great sagacity and promptitude. The extent of the speculation was not less than a million quarters at a cost of £2,000,000. When undertaken in the first instance, it assumed the form of loading cargoes of wheat, purchased in California, to come for orders to U.K. or Continent, all in sailing vessels. A large quantity of future delivery wheat was also bought, on the Liverpool contract, which was then for Californian wheat exclusively. Finance was arranged, as and when required with various firms, chiefly in Liverpool. Then the holders sat down and waited for the expected rise. The cargoes arrived, the future delivery contracts were fulfilled, and the greatest quantity of Californian wheat ever stored in Liverpool was taken up and paid for by the Clique, but no rise came to pass. For sound reasons the general price of wheat declined, and the fall became specialised on Californian wheat. John Tenbosch had to cable almost daily for more margin, the response was punctual up to a certain point, but when the price of

their wheat fell to the neighbourhood of 6/9 per 100 lbs., the holders could not provide more money. John Tenbosch immediately notified his financing firms that his principals were unable to send further margins and gave them power of sale. He also got the largest holders among the firms interested to come to an agreement to maintain 6/- as the lowest point and to acquaint all the chief millers with the opportunity afforded them. Within 24 hours the whole of the interest had been liquidated, there was no more Californian wheat at 6/-.

NICHOLAS TENBOSCH.

A much senior brother of John Tenbosch, was a personage of very decided character. He was lame and always carried a substantial stick. When he was anxious to enforce his opinions in an argument he would flourish the stick vigorously, even to a threatening extent. It is said that once or twice it did come into contact with an opponent, who declined to carry out his wishes.

In 1874 he established the firm of Tenbosch & Clerc. About 1878 he was defendant in an Appeal to the Committee of the Corn Trade Association in respect of a contract for a cargo of Californian wheat, which had not been shipped. The original sale was to William Blain & Sons, who had resold to Ross T. Smyth & Co. at 1/6 (eighteen

pence) per quarter advance. As the price of such a cargo had later declined to the original level, Mr. Tenbosch had refused to make good any difference at all. He attended the Committee meeting, however, but stated with some emphasis, assisted by the stick, that the Committee was powerless to make him pay damages, and thereupon left the room. It is understood that he did pay up, but he was not prepared to do so on any award by the Committee, or by arbitrators. Similar circumstances have often been repeated in case of non-fulfilment of contract, and still may produce the same loss of a paper profit, which was the subject of the original buyer's complaint.

In another instance, also in 1878, a cargo of Oregon wheat sold by Mr. Tenbosch was discharged at Bordeaux, and through some irregularity the Superintendent's sample, as compared with the official standard, showed a very inferior delivery, and an allowance of over five shillings per quarter was made at arbitration.

His brother, John Tenbosch, cabled from Oregon that he had superintended the loading and that the cargo was not merely f.a.q. but even superior to fair average quality.

Nicholas Tenbosch knew that the Appeal Committee could hardly ignore the superintendent's sample. It occurred to him that the sample was so shrivelled, so light in weight,

that the ship could not have loaded so large a bulk. He brought to the Appeal Committee a scale and two well-filled sacks of wheat, one containiing wheat like the sealed sample, while the other was of f.a.q. Oregon wheat ; he asked the Committee to empty, to inspect, to re-fill and to weigh the two sacks. The result was that the sample type weighed about 105 pounds, the f.a.q. about 125 pounds. Mr. Tenbosch evidently satisfied the Committee that the superintendent's sample did not represent the cargo, for they upset the award and cancelled the extraordinary allowance. It was always the case that some thin wheat was to be found in Pacific Coast cargoes shipped in bags, and never mixed into bulk until delivery in Europe.

Nicholas Tenbosch retired in 1880 owing to ill-health ; Mr. Clerc carried on the business for some years.

FERDINAND THOMAS

Entered the office of J. W. Deighton & Co., Liverpool, as an apprentice 43 years ago, after his time was up in Deighton's office he became a salesman in the Liverpool office of Edmund Fairbourne & Sons, of Manchester, having Tom Jones and W. A. Bond as contemporaries. After the death of Mr. Fairbourne, in the year 1900, the business was taken over by Mr. Thomas in partnership

with Lloyd & Bond, the firm being known as Lloyd, Bond & Thomas, as traders in English grain and millers' offals ; at the same time they ran a provender mill in Commercial Road, Liverpool. Bond retired in the year 1905, and Lloyd died in about 1914, after which the mill was given up ; but Mr. Thomas carried on as a merchant, though the character of his trade changed into one of a broker in maize, general feeders and wheat futures in 1924. He has held a share in the Liverpool Corn Trade Association for about 25 years ; he is now assisted actively by his son, W. R. F. Thomas.

Mr. Thomas has taken a deep interest in agriculture all his life, having been a prominent member of the Wirral Branch of the National Farmers' Union, and was for some years a large farmer in Cheshire, in addition to his grain trade interests.

GEORGE BLUNDELL THOMPSON

Was the surviving member of the firm of Joseph Thompson, Son & Co., when he was Chairman of the Corn Association in 1876. Joseph Thompson was living, in 1870, in Seafield, Liscard, as he had done prior to 1845. G. B. Thompson was at the Grove, Allerton, in 1870. The usual way of getting to Allerton in those days was by omnibus, not oftener than every hour. Most men

travelled on the top, where the seating accommodation was quite exposed to the weather. A fellow-member of the Corn Trade came to sit next to G. B. Thompson one evening. Thompson had a rug across his knee and the friend suggested sharing it, to which Thompson objected, his friend pulled at the rug, when out fell a leg of mutton. So the story goes, perhaps it was really venison, which would have been quite all right.

TOMLINSONS.

In 1820 there was a firm of Tomlinsons & Twiname, at 32 Brunswick Street. Samuel Thomas, and William Tomlinson, all lived then at 17 Clayton Square. John Twiname was at 31 Clarence Street. We find him as a partner in Twiname, Maxwell & Co., at 16 Water Street, in 1845. In that year Samuel Tomlinson appears as a Corn Merchant and Miller, at St. Helens; William and Thomas Tomlinson were at 18 Fenwick Street; William residing in Upper Duke Street.

It is within the memory of the writer that there was a firm of John Tomlinson & Son, the senior, a small, white-haired personage in the sixties, the son was a well set up figure, of military bearing at that time, but not very successful in keeping things together. He lived latterly at Rock Ferry.

WILLIAM VERNON & SONS.

Wm. Vernon & Sons' mill was originally at Uttoxeter; William Vernon was born in 1835, at Leek, in Staffordshire. The family decided on removal to the Merseyside after the purchase of their property for railway purposes, towards the end of the nineteenth century.

A fine mill was built at Birkenhead, and three sons each took their own part in developing the business. The engineer was Mr. Thorneycroft Vernon, the organiser Herbert and the business manager, William. Their father became a baronet in 1914, and was then resident at Shotwick Park, near Chester. The manager appreciated the value of advertisement, and in connection with it, adopted the brand "Millenium" for their sacks of flour. They built another excellent mill at Victoria Docks in London, and the trade was a flourishing one, until the partners, Sir Herbert and William agreed to come into a larger undertaking, which was less prosperous. Sir Herbert later resigned his directorship, but his brother William has an important position in the reconstructed syndicate, being Vice-Chairman of Spillers Mills, with Mr. Baker of Bristol as Chairman.

Thorneycroft Vernon, as well as his father Sir William, died some years ago.

GEORGE H. WAKEFIELD & CO.

The Wakefield family belonged to the Society of Friends, and included the Kendal bankers, Wakefield, Crewdson & Co. A member of it was Edward Gibbon Wakefield, the man whose pertinacity compelled the British Government to annex New Zealand in 1840, frustrating probable French designs in that direction. His interests in the development of Canterbury Province proved very costly at that period, but his foresight has been amply justified in the Dominion Status of New Zealand to-day.

George Wakefield came to the office of Richardson, Spence & Company, and began business about 1860, trading as Wakefield, Nash & Co., his partner being an American citizen. They were evidently not tied to the Corn Trade as, in 1862, they took part in fitting out the Confederate cruiser *Alabama*. Misfortune came, after a time of great success, and the partnership was dissolved. The senior then began again as George H. Wakefield & Co., a designation maintained throughout the remainder of his business career. T. G. Williamson from Fifeshire, son of Stephen Williamson, was a partner for a number of years, then William Gibson, who carried on the business after George Wakefield's death in 1905, later being joined by John Wilson, who still survives. Mr. Wake-

field was a prominent and much respected member of the Corn Trade Association, in request too as an arbitrator, when his sound judgment and extensive knowledge of affairs were invaluable, more particularly in difficult cases.

Those who graduated from his office still remember him with admiration for his sterling qualities.

GEORGE WARD

George Ward, who died in the last week of February, 1930, was the senior member of the Corn Trade Association, still frequenting Brunswick Street. He was a Yorkshireman, from Pickering originally. Between 1861 and 1870 he was resident at Leeds. Wakefield market, held in the open air, was then the chief grain centre in the county. He was at work with William Mason, eventually entering into partnership, after establishing a mill in Liverpool in 1870, for cleaning and preparation of feeding stuffs. They made a speciality of Egyptian beans, then in considerable supply. George Ward told the story of a delivery of Beheira beans, a variety always containing some 20 per cent. of large peas, to the Leeds Co-operative Society. (W. Emerson, manager.)

Mr. Mason received a note from Emerson protesting in rhyme about this delivery :

"Will you tell me what it means?
Are these peas, or are they beans?
If for beans you mean to send them
Then I tell you, you must mend them."

An immediate reply was furnished to Mr. Emerson as follows:

"Once upon a time a miller
Set to write in rhyme,
The subject matter being beans
Induced his muse to give the reins.
My answer to his query is
That if with beans he wants to please
He should always have them mixed
with peas."

Neither party's muse is quite up to the Poet-Laureate standard, perhaps Mr. Emerson comes the nearer.

For many years since William Mason's death, and the disposal of the mill, George Ward continued the grain business in Liverpool. He served on the Board of Directors of the Association for some eight or nine triennial periods, and was Chairman of the Rules and Contracts Committee for a number of years. His experience qualified him to act as Arbitrator in a vast number of important cases, occasionally as sole referee, Their Liverpool (stone) mill was worked on the "exhaust and blast system" then lately patented.

J. WATERS

Began work about 1903 in the London Office of Griffith, Williams & Co., eventually becoming manager there. In 1909, he came to Liverpool to take charge of the business of George Wills & Co. then inaugurated here. In 1922, that office was closed, and Mr. Waters took up business on his own account.

Apart from future delivery trading, the firm of J. Waters & Co. pays special attention to Australian wheat and to African products. They also act as Liverpool agents for William Charlick Limited, Millers in Adelaide, South Australia.

JOHN WESTGATE.

Everyone who attends the Liverpool Corn Market knows John Westgate with his commanding appearance, characteristic headdress, his engaging smile and courteous manner. He is a native of Norfolk, born in Marningthorpe, in the year 1869. He came to Liverpool in 1898, in the year of the Leiter corner, and entered the employment of the North Shore Mill Co. Ltd., as assistant manager. Twelve years later he met with his opportunity when Jos. Appleby & Sons Ltd. were anxiously looking out for an able man to pull that old established business together. He was appointed a Director in 1910. Immediately on his appointment

the business took on a new lease of life. John Westgate was elected President of the Liverpool Corn Trade Association in the same years, 1920 and 1921, when he was President of the Liverpool and District Flour Millers' Association, which probably is an entirely unique incident in the history of the Trade. Since 1916 he has been continuously a member of the Council of the National Association of British and Irish Millers. For many years he has been a Director of the Liverpool Grain Storage and Transit Company. Before coming to Liverpool he had a wide experience of flour milling in Hull, Bristol Channel Ports and London, so that his many friends recognise him as one of the authorities of the Trade.

STEPHEN WHITE

Had a mill in 1820 at Crabtree Lane, and we find him in 1845 at 103 Falkner Street. Possibly the locality was identical. I remember him as a stern-looking old man, with eyebrows still black long after his hair was white. He had a windmill *and* a steam mill in 1845.

WHITSON, NIELSON & FRANCIS.

Both the original members of this firm, R. M. Whitson and W. R. Nielson, graduated from the office of G. H. Wakefield & Co. The partnership was established in 1900

R. M. Whitson came from Angus in Scotland ; W. R. Nielson is also of Scotch descent, belonging to a family long settled in or near Liverpool. After the war the new partners were H. Stuart Henderson, who began in the office of Richard Cornelius & Co., and Geoffrey Bentham, from William Blain & Sons. The firm's Liverpool trading is carried on mainly by the gentlemen mentioned, in close touch with other members at work on the Baltic in London. The firm has a very active and extensive business, and is one of those, not now infrequent in Liverpool, who control private telephones to London and Manchester, an equipment costing more than £2,000 per annum.

HENRY WILLIAMS

Is a Liverpool man ; he served an apprenticeship with the firm of Peters Bros. ; he then went to Gloucester for J. & C. Sturge, of Birmingham. Subsequently he started in 1883, business on his own account, taking as partner T. H. Marston, a member of the Ludlow milling family. He was elected President of the Association in 1917. He traded at first as a partner with T. H. Marston, as Williams & Marston, his successive partner was P. H. Griffith, who died many years ago.

Henry Williams has lived for many years at Heswall. He has always been de-

voted to country pursuits, especially to horse breeding in which he has been very successful. His gardens at Heswall are among the most beautiful in the county.

W. S. WILLIAMSON & CO.

The firm was founded in 1891 by William Sproat Williamson who—like so many in Liverpool commercial life—migrated here from the South of Scotland.

He was born in Kirkcudbright, and remained head of the firm until he retired in 1920. He now resides in the South of England.

Up to 50 or 60 years ago the only outlet from Galloway to the world beyond was by the steamer that ran from Kirkcudbright and Garliestown to Liverpool—the old favourite— the *Countess of Galloway*.

The merchants-to-be, who made their initial venture in her had to do so in the company of herds and droves of cattle and sheep, the main export of those parts. It is probable that having been brought up "hard," and in such company, the agricultural atmosphere of the vessel affected them less than it would their nicer-nosed successors of to-day! Eventually the railway displaced the steamer, but the old ties still attracted a big proportion of Galloway lads to the Port of Liverpool.

His cousin, John Williamson, who also hails from the same part of the country, is the present senior. He was admitted into partnership in 1899. Since then Frederick Berry, Thomas Jones, Alsager Warburton, and William C. Lacey have joined the firm.

In the early days the firm confined its activities practically entirely to a brokerage business in the Liverpool Futures market, but since then the scope of its business has gradually broadened. W. S. Williamson & Co. have now offices in Liverpool, London and Hull, and undertake commission business in every department of the Grain Trade.

Mr. W. S. Williamson was on the Board of Directors of the Liverpool Corn Trade Association for several terms of office; Mr. John Williamson was President of the Association in the year 1924-25.

Thomas Jones—better known as Tom Jones—has been a familiar figure on the Liverpool market for almost half a century. He came here in the year 1881, from North Shropshire, where his people for generations had been farmers. His first situation in Liverpool was with G. P. McKerrow & Co. After his apprenticeship with them had expired he went to the Liverpool office of Ed. Fairbourne & Co., of Manchester, with whom he remained until the death of the head of the firm and the winding up of the business. He started on his own account in the year 1901

and carried on successfully for ten years. He then entered the firm of W. S. Williamson & Co., of Liverpool and London, as a partner. He is an unusually active man for his age, still, as always, much interested in all branches of sport, very popular and respected.

JAMES WILSON

Was, during the Sixties and Seventies of last century, prominent in the affairs of the Liverpool Union Bank, in which he had a large interest from its early days; he was not actively engaged in the grain trade, but was very shrewd at judging the market, and occasionally made money on purchases of wheat cargoes. A short man with a weather-beaten look, rather as if he had been at sea for some time; he had his office at No. 3 Cook Street, and in 1870 lived at High Leigh, Woolton. One of his favourite sayings was: "If only our foresight was as good as our hindsight, what a lot of money we could make!" To which E. J. Thornewill was wont to reply: "Not if we all had it, then it would be no good to anyone!"

JOHN WILSON

Was of Scottish origin, and was educated in Liverpool, at the Royal Institution. After residing for some years in California and then acting as British Vice-Consul in Oregon,

he returned to England, and in 1873 became a member of the firm of Rodgers, Meyer & Co., with an office at 15 Brunswick Street, and a considerable business in San Francisco and Portland, Oregon, chiefly in wheat. He became President of the Liverpool Corn Trade Association in 1891, and in the following year was elected Chairman of the Liverpool Philharmonic Society, attending very regularly at the Society's Concerts. He was a large, pale-faced man with a pleasant manner and good address. He was extremely short-sighted, but always got at the sense of statements submitted to him very quickly. He lived at one time in Gambier Terrace, afterwards at Alexandra Drive, Princes Park. In 1880 he was occupying a country cottage in Church Road, Wavertree, now a densely populated part of Liverpool. His son, G. L. Wilson, was actively engaged in the business of Samuel Sanday & Co., at Buenos Aires, about 1910 to 1912, and then returned to England, becoming again connected with S. Sanday & Co. as partner in 1921.

W. O. & J. WILSON LIMITED.

The High Park and South End Mills represent a tradition of some centuries in connection with the Flour Milling Industry in the district. The large windmill, so long a conspicuous landmark was, in 1820, in the

occupation of William Willacy. It was a building of an early date, and was acquired by W. O. Wilson about eighty years ago. The premises were continuously extended during the next half century, coincidently with the change from a rural district to a densely populated suburb of Liverpool; the building stone for the South End Mill was quarried out of the adjacent land in 1871.

W. O. Wilson and his brother Joseph Wilson became proficient in milling and engineering at Stockport, in their father's mill. The requirements of the business developed rapidly, and in 1900 the Limited Company was formed with Joseph Wilson as Chairman. Frank C. Wilson and J. A. Shone as Managing Directors. W. O. Wilson who had always resided close to the mills, had died some years before this.

Joseph Wilson, in addition to business engagements found time for many public duties, as a member of the City Council, Poor Law Guardian, giving special attention to the Hospital for Children at Heswall, the Liverpool Consumptive Hospital, and the Delamere Forest Sanatorium. He was very popular on the Corn Exchange, owing to his cordial manner and cheery address. His death occurred at his residence, Stoneleigh, Sefton Park, in January, 1909.

Frank Campbell Wilson, the present

Chairman of the Company, has been actively engaged in the Municipal work of the City. For some time past he has been Chairman of the Electricity and Tramways Committee of the Corporation ; this Committee is one of the largest employers of labour in Liverpool. He was Lord Mayor in 1922-23, and performed his duties with distinction.

He is also on the boards of other undertakings, including that of the North Shore Mill Company, in collaboration with E. M. Hutchinson.

Mr. J. A. Shone has been President of the National Millers' Association, and has also taken great interest in the Liverpool Corn Trade Association, serving as President in 1928-29, and later as member of the Mersey Dock Board.

R. & T. WOODWARD & CO.
(Robert Woodward & Company).
H. C. WOODWARD.

The Woodwards are a Worcestershire family of some length of ancestry. In the generation where Robert Woodward comes in, there were several brothers, of whom Robert himself was the eldest. The firm of R. & T. Woodward was in existence in 1820, with an office at 2 Irwell Place, Nova Scotia ; Thomas Woodward living in Renshaw Street. Later their office and warehouse were in James

Street, where the Mersey Tunnel Station now stands. Before 1845, Robert Woodward had bought Arley Castle, near Bewdley, and that was his residence as a rule, in his own Worcestershire.

For some time before 1860, George Ratcliffe Woodward, a cousin, was in the firm. In 1845, Robert Taylor Woodward had been a partner, perhaps the father of G. R. Woodward. Thomas Rees, Chairman of the Committee of the Association in 1859-61 was a partner of R. & T. Woodward & Company, and afterwards with G. Ratcliffe Woodward under the title of Woodward, Rees & Company.

Throughout, Robert Woodward was the chief partner, and was the first Chairman of the Association Committee, from its establishment in 1854 until 1856.

His policy of buying largely after declines answered well when foreign wheat was in small compass, and it required only pluck and financial strength to hold on until the rise came. His wheat, well selected and cared for in the warehouse, always commanded a premium. His Californian or Oregon wheat came out better in colour than new arrivals, and he was right in expecting some gain in weight from climatic moisture. He suffered from gout late in life, and used to have a chair at his stand during market hours. He was a man of very good

address, most polite and ready to talk to young men, up to the last. His nephew, Harvey Cecil Woodward, and for a time his son Charles Woodward, were his partners in his old age. Before he retired, Harvey Woodward was quite in low water, as the business had been bad latterly.

Harvey Cecil Woodward went into partnership with another cousin, Ernest Woodward, whose father was in a good position in Hereford and Worcester. Ernest Woodward's was a specially frank and open character, as was also Harvey Woodward's, though the earlier adversity had left its mark. Harvey Woodward was a fluent speaker, accustomed to give his opinion freely at meetings of the Corn Trade. His phrase about the custom of giving millers who were particular friends a good time when they came to the market, included something about "lunch to repletion," which remains in the memory.

Ernest Woodward retired about the year 1880, when his father died. Charles always suffered from asthma, both he and Ernest died years ago; Harvey was representative of the Corn Trade at the Dock Board for sixteen years, and died recently. He had been Chairman of the Committee of the Association as early as 1877. He had lived at Anfield and afterwards at Northway House, Seaforth.

Lieutenant-Colonel James Wilson is a

Lanarkshire man. He came to Liverpool in 1875, and was apprenticed to H. & E. Woodward, afterwards remaining with H. C. Woodward & Co., eventually becoming a member of that firm. On the retirement of H. C. Woodward he continued business as James Wilson & Co., and was elected to the Directorate of the Association for one term of office.

After the war, preferring to cease trading on his own account, he accepted his present appointment in the office of Charlton & Bagshaw.

After gaining the long service medal in the ranks of the First Volunteer Battalion of the Cheshire Regiment (previously First Cheshire Rifles) he accepted a Commission and eventually became second in command of the battalion. On retirement after 30 years service he was awarded the V.D. and Honorary Lieutenant-Colonel, with the right to wear uniform. He had been a volunteer from early days in Scotland.

There is no chance of forgetting Colonel Wilson's nationality. Throughout a long life he has upheld the most genial traditions of Scotland and of volunteering in speech and action.

JAMES and THOMAS WRIGHT.

This firm has included notable members of the grain trade for nearly a century, dating

from 1838. The establishment in Seel Street comprises office, mill and warehouses, also stables, and has long been one of the landmarks of that district. The founder, James Wright, was a small man, with dark hair and a pleasant manner of speech and address.

Thomas Wright was a fine looking man, much of the John Bull type, with fresh complexion and a firm and decided mien.

The only member of the family now identified with the business is Thomas Vincent Wright. He was taken into partnership in the year 1904.

The first addition to the original partnership was Thomas William Wright, son of Thomas, followed by James, Junior, son of James the founder, who afterwards brought in a second son, Thomas. Of these, James Junior died at a comparatively early age, his brother Thomas in 1919 and Thomas William in 1922. Thomas participated in the active management of the business till within a few weeks of his death, Thomas William Wright remained as a sleeping partner for the last nine years or so of his life, retiring three months before his death.

The business of the firm in the old days was very largely a Horse Feeding one, as will be gathered from the fact that amongst its contracts were those with the Liverpool Corporation and with such undertakings as Liverpool, Birkenhead, Wallasey, Wirral and Ches-

ter Tramways, together with the local omnibus services at Warrington and those of the Dock line, Mason's and Bath Brothers in Liverpool. Orders came from Derby and still further back from St. Helens and Leicester Tramways. They had also most of the principal team-owners and contractors in the city on their books. Just prior to the city turning over to electricity the Liverpool tram service owned about 3,500 horses. Another very important branch of the firm's trade, now a thing of the past, was that of the washing of Egyptian and other horse beans, large quantities being shipped to Scotland and the Bristol Channel. This trade was in the hands of J. & T. Wright and one or two other firms. They also took a considerable hand in the European small corn trade of those days along with G. P. McKerrow & Co., and others. The mill and portions of the adjoining warehouses were destroyed by fire in November, 1915, and re-instatement took place in the following year.

T. W. Wright was a Director of the Corn Association in 1897 when the existing Limited Company was established.

Chairmen, Presidents and Vice-Presidents of the Association.

CHAIRMEN OF THE COMMITTEE, 1854-1882.

ROBERT WOODWARD - - -	1854-55
JOSEPH HUBBACK - - -	1856-58
HALSALL SEGAR - - -	1859
THOMAS REES - - - -	1860-61
H. C. TUNNICLIFFE - - -	1861-1869
ROBERT MAKIN - - - -	1870
GEORGE CUNLIFFE - - -	1871-73
EDWARD PAUL - - - -	1874-75
GEORGE B. THOMPSON - -	1876
HARVEY C. WOODWARD - -	1877
WILLIAM BINGHAM - - -	1878
THOMAS BINGHAM - - -	1879
JOHN PATTERSON - - -	1880
RICHARD CORNELIUS - - -	1881
T. M. CLUNIE - - - -	1882

Presidents :		*Vice-Presidents* :
Edmund Taylor	1883-4	A. K. Caröe
A. K. Caröe	1884-5	R. J. Glasgow
John Garnett	1885-6	John H. Hubback
John H. Hubback	1886-7	R. J. Glasgow
R. J. Glasgow	1887-8	John Blyth
John Blyth	1888-9	C. J. Procter
C. J. Procter	1889-90	Edward Segar
Edward Segar	1890-91	Edward Paul
John Wilson	1891-92	Samuel Sanday
Samuel Sanday	1892-93	F. W. Cornelius
F. W. Cornelius	1893-94	W. S. Patterson
W. S. Patterson	1894-95	J. M. Reid
J. M. Reid	1895-96	Joseph P. Preston

Presidents :		*Vice-Presidents :*
Joseph P. Preston	1896-97	David A. Bingham.
David A. Bingham	1897-98	Oswald Dobell
Oswald Dobell	1898-99	F. Douglas Muir
F. Douglas Muir	1899-1900	Robert Griffiths
Robert Griffiths	1900-01	John Barber
John Barber	1901-02	Robert Montgomery
Robert Montgomery	1902-03	Joseph Shepherd
Joseph Shepherd	1903-04	Richard Cornelius
Richard Cornelius	1904-05	Herbert P. Harrison
H. P. Harrison	1905-06	Edward Hutchinson
Edward Hutchinson	1906-07	H. W. Patrick
H. W. Patrick	1907-08	Robert Buchanan
J. F. Caröe	1908-09	Edward Paul
Edward Paul	1909-10	T. Martin Bingham
T. Martin Bingham	1910-11	J. Herbert Vernon
J. Herbert Vernon	1911-12	Frederick Harrison
Frederick Harrison	1912-13	William Paul
William Paul	1913-14	R. A. Love
R. A. Love	1914-15	T. J. Whitson
T. J. Whitson	1915-16	A. B. Earle
A. B. Earle	1916-17	Henry Williams
Henry Williams	1917-18	W. E. Bagshaw
W. E. Bagshaw	1918-19	Leonard Ireland
W. E. Bagshaw	1919-20	Leonard Ireland
Leonard Ireland	1920-21	John Westgate
John Westgate	1921-22	J. M. Reid
J. M. Reid	1922-23	J. D. Acton
J. D. Acton	1923-24	John Williamson
John Williamson	1924-25	W. M. Love
W. M. Love	1925-26	W. Hodson
W. Hodson	1926-27	R. S. Harker
R. S. Harker	1927-28	J. A. Shone
J. A. Shone	1928-29	E. V. Couche
E. V. Couche	1929-30	Alex. Slater, Junr.

The Clearing House of the Association and Three Secretaries.

In June, 1883, the Clearing House of the Association of the Liverpool Corn Trade was set going with a Committee of Management, the first members being A. K. Caröe, R. J. Glasgow, E. Paul, E. Taylor, S. Williamson, C. J. Procter, H. C. Woodward, with J. H. Hubback as Chairman and John Hannay as Secretary.

In that year, Standards Committees were established in unison with London as to East Indian grain.

Contract forms of considerable importance were also authorized about the same time.

1884 John Hannay appointed Secretary to the Association.

1885 Clearing House begins to be important.

1886 Incorporation of the Liverpool Corn Trade Association.

1887 Formation of Rings in the Clearing House.

1891 Death of John Hannay.

1897 Transfer of Newsroom and Corn Exchange to the Association.

In 1897 the purchase of the Corn Exchange was effected, for £205,000. Edward Bridson was Secretary, but more or less invalided.

Mr. Joseph P. Preston was President.

John McGurk was Assistant Secretary, fulfilling most of the Secretarial duties.

1898 Edward Bridson died and John McGurk was appointed Secretary of the Association.

It may be said with truth that the Liverpool Corn Trade Association has been generally fortunate in their appointments of the Secretaries.

JOHN HANNAY

Had not been successful on the Cotton Exchange, and his business anxieties had seriously affected his health. We made acquaintance with John Hannay and with his crutches at the same time. But he was far from being dispirited, he realised the chance of improving matters all round, both for the Association and for himself, by accepting the temporary post of Secretary at £150 per annum. As he said, that amount "would provide food and rent," and he was ready to look forward to better things, he was sure he could make it worth while to pay him more, by developing the possibilities of the Association itself.

The impetus came from the move in favour of the establishment of the Future delivery market on the sound basis of daily calls for differences as required. John Hannay knew perfectly how the Cotton futures market

functioned and he found the way to the application of a somewhat similar system to the Corn Trade requirements. He had vigorous support from Edmund Taylor, who never did things by halves. All the Committees appointed to formulate rules for a Clearing House were whole-hearted in recognising the energy and ability of John Hannay, and when the machine was to be set going, we all agreed that John Hannay should be the engineer, in the capacity of Secretary to the Association. Unfortunately, his health failed by degrees a few years later, and he died after an absence from duty of no more than a few days, remaining at his post so long as physical strength permitted.

JOHN McGURK

The third Secretary of the Corn Trade Association, was a student of character, not afraid to state his views when called upon, a steadying influence in all matters of controversy within the Association.

During his Acting Secretaryship the purchase of the Corn Exchange was effected by the Association, with the result that the Corn Exchange as well as the Newsroom, and the Clearing House system are all under the control of the Corn Trade Association.

John McGurk introduced various improvements into the Clearing House arrangements,

facilitating settlements of future delivery contracts.

Few people have a better understanding of the working of these contracts than Mr. McGurk had. It was a matter of constant study with him. A suggestion as to the registering Association taking all responsibility for contracts, for future delivery, originated with him, and has been carried out with success at Buenos Aires. He was so clear as to its advantages that he expressed an opinion that Liverpool would have done well to adopt this system when inaugurating the Clearing House; of course with a small extra charge for the guarantee. McGurk was entrusted with the selection of a clerk accustomed to the work to go out to Buenos Aires to a permanent post in the new Clearing House there. It is perhaps characteristic of a certain class of mind that every one of the qualified staff at the Liverpool Clearing House declined to go. The post was accepted by a young man who had already bettered his position on leaving the Clearing House. He eventually became Manager of the Mercado de Cereales a Termino, the Buenos Aires future delivery market, which he had done so much to organise.

FRANCIS WILLIAM GEORGE URQUHART

Has been Secretary to the Association since March, 1920. He was born at Kin-

noull, Perthshire, in 1882, his father being Alexander Urquhart, L.L.D., M.D., F.R.C.P. (Edinburgh). Francis Urquhart was educated at Rossall School and at Aberdeen and Edinburgh Universities. After an apprenticeship in the office of Sir W. Stowell Haldane, Crown Agent for Scotland, he qualified as Writer to the Signet in 1910. In 1914, having been for a few months partner in a legal firm, at the outbreak of war he joined up as a trooper in Lovat's Scouts and was in France during that winter in connection with Army Service Corps as Second Lieutenant ; he was invalided home from the Ypres Salient early in 1915. Rejoining the 21st Division in March of that year, he served continuously therein until June, 1919.

He retired from the Army with the rank of Captain, having taken part in many battles and in the 5th Army Retreat and subsequent advance of 1918, and being mentioned in despatches. He holds the " Mons Star " and other decorations.

He has proved himself a thoroughly efficient Secretary to the Association and has conducted the affairs of the Clearing House satisfactorily, through the customary recurrences of difficult and arduous work.

The Liverpool Corn Trade Guild

Was founded in 1882. The objects are: Firstly to relieve, either by donations, loans, or otherwise, the necessitous members of the Trade, also their wives, widows, children, or relations. Secondly, at the discretion of the Executive Committee and if the funds in hand permit, to extend the benefits to other necessitous persons who have been members of the Liverpool Corn Trade, also to their wives, widows, children or relations.

The first meeting of the newly founded Guild was held on 15th March, 1882, when the officers and committee were elected by the members. Richard Cornelius was appointed Chairman; T. M. Clunie, Vice-Chairman; A. K. Caroe, Honorary Treasurer, and J. H. Hubback, Honorary Secretary.

Other committee-men were Arthur Bald, William Harnett, James Maxwell, Samuel Sanday, John Wilson, E. T. Woodward and H. C. Woodward.

The actual originator of the scheme was T. M. Clunie, who devoted much energy to the enlistment of support from the trade, and continued to advocate the claims of the Guild as long as his health permitted.

During the 48 years of the Guild's functioning, nearly all prominent members of the Liverpool Corn Trade have shown their interest, most of them have taken part in its

management, at one time or another, with the result that the usefulness of the Guild has been progressive. As the identity of recipients of benefit is known only to the officers of the Guild, no information is available as to numbers relieved in the past or at the present time. According to the Committee's Report for 1928, grants paid to annuitants and others, amounted to £800 in that year. In 1922, £1,150 was paid out. The subscriptions in 1928 were about £400, the rest being provided by income from invested donations, qualifying for Life Governorship, or Life Membership. It seems therefore, very desirable that the list of these Donors should be continuously lengthened. Life Governors are ex-officio members of the committee, and have thus an effective voice in the management of the Guild. The present Trustees of the Guild, in whose names the funds are invested are Richard Cornelius, E. M. Hutchinson and Edward Paul. There must be always a number of people to whom the grants of the Guild mean so very much in their lives, in fact they generally have no other means available.

The Chairman for 1929 was E. W. Packer ; the Vice-Chairman, H. R. Granger ; the Honorary Treasurer, T. N. Osborne ; the committee comprised J. R. Gaskell, W. Greenwood, H. R. Granger, Alfred Slater, J. T. Preece, L. W. W. Lees, W. M. Love and

H. S. Scott. In 1930 the Guild Chairman is H. R. Granger, the Vice-Chairman, W. M. Love, while R. N. Cornelius, S. Cormode and F. L. Davies have been elected to the Committee. For sixteen years J. J. Clarke has shouldered the duties of Honorary Secretary, and T. N. Osborne continues to act as Honorary Treasurer.

It will be seen from this list that the management of the Liverpool Corn Trade Guild is in the hands of experienced and influential members.

Résumé Concerning Some Characteristic Personages.

PLAN OF RÉSUMÉ.

In the course of these notes we have collected together something of the spirit of the Liverpool Corn Trade as it has been exemplified in some 400 men, comprising those who were experts in their day and including those who are still with us, not less expert than were their predecessors. Indeed most of those who read these notes will believe that we old people of former days had much easier times than those which fall to the lot of present members of the Liverpool Corn Trade Association.

It is an axiom that contemporary history is quite too difficult to write, and although this present compilation cannot be accounted as history, it does in the aggregate provide a story in which many of the events and actions are contemplated from a respectful distance. On the other hand, it has been our endeavour to portray the activities of the Corn Trade as it appears to-day.

FOREIGNERS.

As in all lands the Liverpool Corn Trade has taken root and made many branches, it stands to reason that amongst its members

a considerable number of nations have had their representatives. We must make other places for those who are at home in their own British Isles. At this point we are talking only of foreigners, who have taken parts more or less prominent in the Trade. The first difficulty is where to begin, for we must try to place all of them on the basis of the most favoured nation. If we put the Americans first, it is only because we have no Abyssinians or Afghans, who would be entitled to alphabetical precedence. Some of us can remember George W. MacNear and his brother J. A. MacNear ; both of them came to Liverpool from California, in the palmy days of wheat cargoes from the Pacific Coast. Probably they had their origin elsewhere in the States, availing themselves of the new openings of the San Francisco grain trade, which attracted attention when gold mining was on the decline.

The doings of the California clique, Flood and O'Brien, MacKay and Fair made an end of the regular flow of that wheat business. Those very prominent operators would have done better to confine their attention to their Nevada Silver mines.

The mention of these doings leads on so naturally to our two worthy Dutchmen, Nicholas Tenbosch and his brother John Tenbosch, personages so well known in the trade for many years. The survivor entered

so fully into the Liverpool Corn Trade that one is apt to consider him as a Britisher, though perhaps he might not be complimented by this idea. Their partner, Clerc, was French, but the best known and best esteemed Frenchman of the trade in the seventies was Jules Bourgoise, and next to him his brother Leon Bourgoise, who was too short-lived.

The private office of Cornelius & Bourgoise was highly adorned with artistic furniture and good pictures, as Jules Bourgoise considered the room as equivalent to his *salon*.

Our Consul from Denmark, Anders Kruse Caröe, could not be styled a Great Dane, by reason of his stature, but he was certainly very prominent in his work for the well-being of the Liverpool Corn Trade ; we may assume that he performed his Consular duties equally well, as the Copenhagen Government never sought for any substitute. A. K. Caröe had become much attached to British ways during his long residence in this country, though he never parted with his Scandinavian accent in speech. A characteristic anecdote on his interest in English history may be permitted. We were together at a London theatre when the play was Shakespeare's " Henry VIII " Mr. Caröe became sorely puzzled about Thomas Cromwell, confusing him with the greater Oliver, a few generations later in the same family. But which of us could identify any Danish notability in history, except

Canute, who was also King in England, and Hamlet whose very existence is problematical? Talking of Great Danes, perhaps the present King, Christian X. may be the tallest man in Denmark. When he visited the International Institute of Agriculture in Rome, in company with the King of Italy, the contrast was striking, as Victor Emanuel is a very small person. The Danish sky-blue uniform seemed quite familiar, as Mr. Caröe always appeared in it on ceremonial occasions. One remembers another Consul from Northern Europe, Henry Plaw, representing the Kingdom of Hanover, which disappeared into Prussia in 1866. Henry Plaw was also a member of the Grain Trade, having some useful connection with North German correspondents. Those were times when Bismarck's star was in the ascendant, and Hanover took the wrong side in his attack on Austria.

The German element has seldom been strong in the Liverpool Corn Trade; if Berlin or Hamburg traders wished to develop their business, they generally went to Russia, where the expanding export trade of the nineteenth century fell chiefly into German hands, completely ousting the Greek firms at Odessa. Coming to more recent years, there is the same scope in the Corn Trade as elsewhere in the Allied countries, for amuse-

ment about the disappearance of German nationality and the substitution of Swiss and Polish origins, during and after the War. When we turn to the Greeks, there is a wealth of characters to choose from ; nearly all were more or less in the Grain Trade, speculatively or otherwise. The great firm of Ralli Brothers has had its successive representatives, who endured in Brunswick Street for a time, and then returned to headquarters in London. A thin, short-sighted polite little man was Mr. Vlasto, while A. A. Cornelius was well-favoured, a typical South European of dark hair and complexion, occasionally he would foregather with Richard Cornelius in the Atlantic Newsroom, the contrast of the real British mien with the Greek was noteworthy. Basilio Papayanni, with his pale grey countenance, and downright manner was another prominent Greek, principally a shipowner though. Then there were Spero and, after him, Basil Georgala, not favourites of fortune, though Spero worked hard enough when he had Ralli's wheat offers to dispose of. He never seemed to get any luck subsequently to his Ball at the Philharmonic in 1871. Three brothers, named Coury, were Syrians, with business connections in Egypt, one of them was drowned at Beyrout, from a capsized boat ; they were straightforward, upright people, quite difficult to understand, as their English was rather elementary, and

they had their own ways of looking at things in general.

We must not forget a genuine Swiss, who found his footing in the future delivery market when that institution was still in its teens. Hans Luthy knew how to be diligent when it was a paying proposition, and retired promptly to his native land with a fortune, as soon as his particular line of action ceased to be appreciated.

We do not find the foreign element in the Liverpool Corn Trade to be of so much account now-a-days; the centering of the cargo trade in London has located branches of Continental firms within the sound of Bow Bells, though Belgian, German and American houses are very efficiently served by Liverpool Commission firms. None of the large family of Dreyfus ever made a long sojourn in Liverpool, though the firm of Louis Dreyfus & Co. have had a branch office here for many years, and are still very large traders, as they are also in almost every land where wheat is grown.

SCOTS.

As in every other British enterprise throughout the world, the Scottish element has been prominent in the Liverpool Corn Trade ever since it assumed importance. This City has for many decades been closely in touch with Galloway and Annandale, as transit from

those coasts was a simple matter, and exchange of products was constant.

The Orkneys, the Kingdom of Fife, the Border Counties, Glasgow and Edinburgh, have all had representation in Brunswick Street, perhaps on an increasing scale during the past fifty years. It was, however, much earlier when Alexander Balfour and Stephen Williamson founded their great undertaking in Liverpool and South America, taking hold of the trade on the North Pacific Coast at subsequent periods, as occasion offered. Though the firm has always given attention to the Grain Trade, it is far from being their chief *raison d'etre*; most of the successive members of the firm came originally from Fife or neighbouring counties, while Lord Forres has become more specially connected with the counties of Elgin and Nairn, first as M.P. and later through his title in the Peerage.

Several of the partners were Directors of the Corn Trade Association, and T. J. Whitson became President; each of them took much interest in the doings of the Board.

John Barber and John Williamson, also Presidents of the Association, are among the Galloway contingent, the first-named has, we may fairly say, become thoroughly acclimatised on Merseyside, in virtue of his energies in public duties of great variety and import-

ance. John Blyth came to Liverpool from Edinburgh, without much backing except his own ability, a typical persevering Scotchman, always equal to the occasion, and finding the way to make the most of it. It is in great measure owing to his foresight and skilful management of technical details, that the Grain Storage has proved so useful to the Liverpool Corn Trade.

Then there was John Wilson, also, like John Blyth, a President of the Association. He had gained his experience by long residence in the Pacific North West, where he had held official positions. In Liverpool he devoted much time to Association business, while his recreation was in the musical world.

John Ross, another Edinburgh man, was a familiar figure in the seventies and eighties, as secretary and manager of the North Shore Mills Sales Department for many years. With too large a proportion of the mill's assets locked up in buildings, the secretary had no easy task, but he always held his own in good buying, for he knew what he wanted, and how to get it. At the Weekly Board meetings he would read out the list of purchases with some comments that often proved amusing, and he concluded with his usual phrase that there were "little small things" also bought, really of no moment at all, just mill requirements as a rule.

I think John McMurtrie was also from

Edinburgh, his manner of speech always reminded one of the pleasant Midlothian accent of other friends. Scots who have lived for a long time in foreign lands do sometimes lose these traces of their origin, but this was not so in John McMurtrie's case, probably he never went abroad until late in life, when he could enjoy leisure and travel.

There was no possible mistake about the connection between Glasgow and Robert Buchanan. His Texan cowboy experiences had not endured long enough to effect any lasting change in his manner of speech, and then, too, he went back to Clydeside afterwards. We all of us liked the kindly turns of expression so well set forth in clear-cut phrase. What a set-back for Robert Buchanan when his new mill was destroyed by fire, and how characteristic of the man to go to work at once incorporating all the latest devices into the machinery of its successor !

We have endeavoured to sketch a few typical Scotchmen as we go along ; there were, and are, many more of their countrymen who have deserved well of their generation, among grain traders in Liverpool.

NORTH OF IRELAND.

It is stated on good authority that a considerable contingent of active business men migrated from Ulster to Liverpool in the

forties and fifties of last century. The movement had begun even earlier in the grain trade, since we find Ross Thompson Smyth entering into partnership with William Rathbone, in Liverpool, in 1839. He came from Londonderry, as did also William Haslett and John Reid, associated in another firm, rather later.

In our day it strikes us as curious that in both the cases mentioned the Londonderry business was looked upon as being at least as important as any venture in Liverpool. Mr. Haslett, indeed, returned to Derry after a very few years, leaving John Reid in sole command in Liverpool. It is perhaps useful in this connection to try and reconstruct the relative positions of traders in Ireland and in Liverpool, early in Queen Victoria's reign. The population of Ireland in 1841 was over eight million, that of Britain was about 18½ million. In Ireland, specially in Ulster, the people were widely distributed over the country, as there were few towns of any great size. We may well believe that local trade had been for a long time tolerably active, and fairly prosperous. In Ulster, the linen trade was then good and manufactured woollens were an article of export on a scale that was, for that day, considerable.

On our side of the Channel, English wheat had almost a monopoly for flour making

whenever the harvest was plentiful. Importation on any notable scale was only necessary when yields or condition were not satisfactory. The Liverpool grain trade was in very few hands and as we learn from the records of Sandars & Claxton the dozen or so of Liverpool Corn Merchants scarcely competed with each other, co-operation was much more in vogue.

The two Pattersons, and the Bingham family came from different Ulster localities ; they had found the diminishing potato crop a menace which was only too accurately realised in the famine years of 1846 or 1847, which inflicted such suffering in Erin.

The famine had closed up many avenues of trade, and emigration rapidly reduced the population. As already indicated, Ireland in 1841 had nearly half as many people as Britain ; compare the figures of last census when Britain held more than 42 million, Ireland not much over four million, one-tenth, in place of one-half.

The story of the Pattersons as well as that of others, goes to show that, in Ulster, they had been general traders ; it was clearly only by degrees that they took up grain as a special business, some time after they settled in Liverpool. As a matter of fact, it was not till some ten years after the Irish famine that the imports of wheat into Liverpool became

continuously considerable. Even the repeal of the Corn Laws did not immediately have the anticipated effect in a grain trade development. It was not every business man who could forecast the course of events so accurately as did Joseph Sandars, when he chartered all the tonnage available to load maize from the United States for Irish ports; doubtless his prompt action was profitable, but it also provided food so sorely needed, for many thousands of the population.

Another Ulster man, who spent all his business life in Liverpool, was Robert James Glasgow, he took his full share in the work of the Liverpool Corn Trade Association, including the office of President, besides being ever ready with good judgment to aid in philanthropic enterprises.

A few years' junior to R. J. Glasgow there came from Ulster another member of the trade, in Colonel Robert Montgomery. In due time he too was President, and gave his official dinner at the Adelphi Hotel, where he looked very well in his field officer's mess uniform, before the days of khaki.

Marshall Reid has been twice President of the Association. Ulster man by descent, yet ready to call himself an "Old Stager" in Brunswick Street. In how many problems of the Association's history has his sound judgment and keen interest been invaluable?

The list of Ulster men in the Liverpool Corn Trade has merely been sampled, in this summary.

WEST OF IRELAND.

The typical Connaught character was never better exemplified in the Corn Trade than it was in the person of James Bredin. He was as fond of a horse as are the people in the Somerville and Ross tales of Irish R.M.'s. And he had just the same strain of humour as " Flurry Knox." A study of those narratives never fails to bring up recollections in which " Jimmy Bredin " plays a great part. He was a devoted ally of E. J. Thornewill, who delighted in drawing him out, and always remembered Jimmy's simile of the man behind the hedge ready to take a pot-shot at you, when some unwelcome turn of events occured in Brunswick Street.

George Livingstone was another from County Mayo, but long residence in England had obscured his western origin. He was a real Irish patriot, nevertheless, as were all the family. How much they did for Westport in their day will never be recognised in the changed circumstances. George Livingstone and the present writer used to have many arguments, with E. J. Thornewill looking on, and making some interjection about " You two pepper pots ! "

EXTENSION OF BRANCHES.

During the first half of the nineteenth century the circumstances attending the working of the British Corn Trade were not such as to require any permanent branch offices abroad. Indeed it was more obviously necessary to instal representatives at the inland towns of England, than to lay plans for oversea development. A notable example of procedure is recorded in the case of Booth and Walmsley, who stationed Robert Procter in the Black Country (perhaps not then so black as it afterwards became). Following on this opportunity, Mr. Procter was enabled to take up Sir Joshua Walmsley's business, and to found the firm of Robert Procter & Sons, so long and so honourably known in Brunswick Street.

The conditions of the Corn Trade underwent vital changes from 1860 onwards, when the importation of wheat into this country first assumed large proportions. The Liverpool firms then active in the North American trade included John Bingham & Co., Patterson Brothers & Co., and Ross T. Smyth & Co. All of them appear to have realised the advantage of establishing branch houses or exclusive correspondents in the United States It was, in fact, the most obvious way of keeping up a constant flow of importing business. No doubt some members of the Corn Trade

have become wealthy men without incurring the expense and responsibilities of branch offices in distant countries. These, have, however, been mostly established on their own sole account, without any partner, or with a single controlling authority. At all events, the experiences of those pioneer firms in the seventies showed most clearly the benefits of branch houses abroad. Their example was followed by other firms, as well as by further developments of the system where it had already been found useful. The interesting chronicle furnished by Ross T. Smyth & Co., through the courtesy of Sir Herbert Robson, embodies quite a list of the firm's foreign agencies, beginning with the Hungarian flour and wheat business through Trieste, and multiplying in due time to Odessa and Rostoff. A great business was inaugurated almost simultaneously in Argentina and at Karachi, while the New York connection had been a standing dish since 1870, or thereabouts and led up to the great service that the firm accomplished under Government control in keeping up the constant flow of cereal supplies to the Allied countries during the War. Later the Italian Government entrusted the New York house with all its business in grain importation.

Nor has the Port trade in this country been left out of account. Just as the railway companies' policy was becoming definitely

adverse to Liverpool traders, Ross T. Smyth & Co. were finding their footing in Hull, in Bristol, in Manchester and in Glasgow. How many men have been trained in all these widespread business centres to take up useful and honourable work in the world? Some who were familiar figures in Brunswick Street during their home leave, are with us no more.

Samuel Sanday came into his own at a later epoch, but was in no way less enterprising. It was in Bombay that the first move was made, but it was not long before Karachi became the central point for the firm's Indian trade, done largely with Hull, where Sanday & Co. had established a firm footing. It should be observed that the New York branch was set up at the same time as the Liverpool firm's business began, and then came Argentina in the nineties. When Wheat Control was set up in 1916 by the Royal Commission, the wheat business of Samuel Sanday & Co. was made subsidiary to the Commission in London; after Government control ceased, sundry reorganisations followed, and now different constituents of the original firm have established themselves independently in London, Liverpool, New York, Winnipeg, Karachi and elsewhere.

It is perhaps rather curious that neither Ross T. Smyth & Co. nor Samuel Sanday & Co.'s successors are now directly represented in Argentina; the fact remains, and can be

explained only by the peculiar conditions of the Grain Trade in South America, combined with those of the freight markets in the River Plate.

Economists have elaborated schemes for stabilising rates of freight, as well as prices of commodities. If there is anything at all practicable in such directions, it is certainly not the rates of freight that will be guided by economic theory. Broadly speaking, vessels leave Europe for Argentina either with coal cargoes or in ballast, and they bring back wheat or maizé. If coal in sufficient quantity is unavailable, shipowners must try for higher homeward rates to compensate for the blank sheet of outward ballast. A week of hot winds may reduce the Argentine maize surplus disastrously, wet weather may put the new wheat out of condition, and other contingencies are many; where is the security for a paying rate of freight? The risks are considerable, either for the shipowner unfixed or for the charterer, and I have cited only two examples out of many; then there is no convenient alternative cargo to be got in or near South America. How can freight rates out there be stabilised? Apparently the accepted method of carrying on the Grain Export business in Argentina is to be almost always at it, averaging the risks of loss, and working on a close margin afterwards. But then, concentration on this

particular business becomes imperative, those who are engaged in it become experts, and do nothing elsewhere. A British grain importer of to-day can hardly take up such an exclusive attitude. Australian weather risks are at least as great as those in Argentina, and the average exportable surplus is not nearly so large ; hence an occasional charterer stands to be shot at, without effective cover or line of retreat. Still, inasmuch as the position of Australia is not quite so segregated as is the River Plate, there are some mitigating circumstances for the shipowner, or the charterer as the case may be.

It looks as if the extension of oversea branches in the grain trade has nearly reached its limits ; there are no new worlds to conquer. This classic phrase is specially applicable in regard to the network of agencies established, contemporaneously with the expansion of the grain trade, by George Broomhall for the supply of that economic and statistical information so necessary for traders.

The wide scope of Mr. Broomhall's activities is rendered all the more valuable by an unceasing exercise of criticism on the relative importance of the facts recorded.

THE LIVERPOOL PARISH VESTRY.

Some explanation may be required with regard to references in these memoirs to the

offices of churchwarden, of overseer, and of vestrymen, in the case of several members of the Liverpool Corn Trade. The importance of these duties was, in the Parish of Liverpool, considerably greater than in most localities of this country. The fact of the town of Liverpool forming a single parish from its early days, placed a good deal of authority in the hands of the Rector and churchwarders of Saint Nicholas' Church, since many charitable bequests had been entrusted to them and they were regarded as the administrators of law and order. When the town increased in population they took counsel with the people, summoning them to annual vestry meeting to select representatives to assist in the management of these charities and to levy rates for further help to the poor of the parish. The Parish Committee, as it was called in 1783, instituted district watchmen, they organised the drainage, and, in fact, performed many duties that ordinarily fall to borough corporations. Every ratepayer was entitled to vote at the Easter Vestry, thus the Parish franchise was much wider than that of the Mayor and Corporation, which was restricted to the Freemen of Liverpool. The positions of Churchwarden, Overseer of Relief of the Poor, and Select Vestrymen were therefore of some considerable importance, and public-spirited Liverpool citizens were ready to serve in them. The

Overseers were appointed by the Parish Committee.

We find Robert Makin's name as Churchwarden, that of Edward Segar as Overseer, and Thomas Mather as a Select Vestryman, in the early part of last century. Joseph Sandars (Sandars & Claxton) was an unsuccessful candidate, and afterwards refused nomination, as might be expected from a man of his calibre. Robert Greenham, an early member of the Corn Exchange Committee served in the Select Vestry, as also did William Rathbone, M.P., in days much less remote.

It is worth note that the three families of Corn Traders : Makin, Mather and Segar, who entered the business in the 18th century and were still represented at the opening of the 20th, are all recorded as connected with the Parish Committee.

I am much indebted to Mr. Henry Peet, F.S.A., himself a Churchwarden for many years at St. Nicholas, for these " curious facts in local history " connected with the Records of the Parish of Liverpool.

The following extract from these Records may be of interest as indicating the wide scope of the Parish Committee's activities. " May 14th, 1798. Resolved that two pieces of brass ordnance six-pounders, fully appointed, be presented by the Parish to the First

Battalion of Liverpool Independent Volunteers, raised for the defence of the town during the War."

VOLUNTEERING.

We have quoted the early mention of Volunteer Corps in Liverpool in the records of the Parish Vestry, where we read of the presentation by the Parish Authorities of two brass six-pounder cannon to the First Battalion Liverpool Independent Volunteers, to be employed in defence of the town. This was in 1798; our notions of effective artillery have expanded so vastly since then that we may be inclined to ridicule this presentation altogether. We may, however, credit the First Battalion of Independent Volunteers with some knowledge of their job, probably they knew that their enemy, the First Consul of the French Republic, could not bring heavier guns to bear, on the Town of Liverpool. Any really powerful man-of-war drew too much water to allow of entering the Mersey of that day. Nevertheless it was an anxious time, in those closing years of the century; the British Navy had only just gained any vantage against the fleets under the orders of Napoleon.

We cannot trace the names of Corn Traders among those of the leaders of the First Battalion. But we may well imagine that the young and active Robert Makin,

then living in Seel Street was heart and soul in the movement. He was, in fact, a member of the Select Vestry who voted the brass six-pounders. No doubt there were other members of the trade who manned the North Fort and took care that their guns were kept in fighting trim through all the following years of eighteen hundred and war-time.

It was in 1859 that Volunteer Corps were once more enrolled in Britain ; the incentive came from uncertainties about the policy of Napoleon III. The French Emperor had claimed a victory in the Crimea, although historians regard it as no more than a " draw." He had continued his wars by attacking and defeating Austria, thus freeing Lombardy for Italy in 1859. His army Colonels began to talk of invading England, our Volunteer movement was the answer. The Corn Trade had an enthusiastic and devoted representative in this movement in the person of Lieutenant Colonel Bidwell, V.D. The Fifth Irish Volunteer Regiment was formed chiefly through his exertions ; his first commission was that of Ensign, but in due time he became the Lieutenant Colonel of that regiment, though not exactly built for a soldier.

When Bismarck took the reins from Napoleon III. and developed his blood-and-iron policy, a new impetus was given to our Volunteer Corps. Colonel Robert Montgomery was the outstanding example to

Brunswick Street. His untiring work in organising mine defence in the Mersey Channels was an effective sequel to the diligence of the Independent Volunteers, nearly a century earlier. One would have liked to hear his candid opinion of brass six-pounders, expressed in his forcible modes of speech.

Robert Buchanan brought his Volunteer traditions with him from Glasgow, and persevered in his work among the Liverpool Scottish, as long as he was in health.

When real war came in South Africa, willing recruits from Brunswick Street were not wanting and then in 1914, Presidents past and future, in the persons of Major Frederick Harrison, and Lieutenant-Colonel W. Hodson, helped to swell the ranks of Volunteers for France. In that vast movement we hear nothing of the defence of the Town, as in 1798, it was the defence of Britain that formed the guiding principle.

THE CORN LAWS.

When wheat was at 113/- per quarter in 1800, corn traders were very unpopular, according to Picton's "Memorials of Liverpool"; Thomas Booth, founder of the firm that we knew as Robert Procter & Sons, had a very poor time of it from his fellow-townsmen; at a later date he was in favour of the enactment of the Corn Law. In 1821, he

protested against a project for building warehouses on the dock quays. His attitude is not very easy to understand, as he was on the side of progress, as a rule. He believed in the Corn Law, at all events, as a progressive measure, but in 1817, there was evidently as much confusion in ideas as has been the case in recent years. The final victory over Napoleon was not the panacea that had been expected, and the difficulties to be surmounted at that time were apparently as great as those of a hundred years later, when another victory has been achieved. Thomas Booth was not wont to take much account of popular opinion, whether the question was connected with the Corn Law or with the building of warehouses.

My senior partner when I entered the firm in 1869 was Halsall Segar, then about 55 years of age ; he had joined the firm himself about 1837, and so had a considerable experience of the actual working of the Corn Law ; he was always ready to talk of his earlier days in Brunswick Street, the subject was interesting as dealing with a state of things that had been so thoroughly altered by Sir Robert Peel's Government.

The testimony of an active trader who had carried on his business for a considerable time under the Corn Laws, left a mark on his hearer's memory. He had been no mere spectator, but one who had to take account

of this legislation in all his transactions, to weigh up the chances of the sliding scale of duty, whether a change was likely to be favourable to his interests, or otherwise.

Halsall Segar was a true philanthropist, never missing the opportunity of doing a good service, and always an advocate of progress. Still, in Brunswick Street, there was no other course than to consider the incidence of the Corn Laws perpetually.

During the existence of the Corn Laws it was not very difficult to secure a handsome profit on wheat-importing, but, on the other hand, if markets took an adverse turn, the losses were aggravated. On its arrival in England, nearly all imported grain was placed in bond, as the duty could be paid piecemeal, just as required for consumption, week by week.

The amount of the duty was heaviest when prices were at their lowest, and diminished according to a fixed scale as the market prices advanced. This procedure, coupled with the facilities for holding in bond, might result in doubling the profit on importation, during a rising market, and equally, increasing the loss incurred on a fall in values. Warehousing charges were, of course, considerable, though the low wages of corn porters rendered this outlay less onerous than in later days. The key position as regards prices then lay in the outturn of the home-grown crop, which

on the average provided about two-thirds of bread consumers' requirements. The number of importing firms was small, and there was a good deal of common action among those in Liverpool, at any rate. The incentive for such action in order to raise the price was a great one, when a reduction in duty could be reckoned upon, at a given level.

The graphic and interesting story by an "Old Stager," concerning the days when "Fortunes could be made in the Corn Trade by leisurely habits," indicates that there was not much fear of a sudden decline unless summer weather in this country gave promise of a fine wheat crop. Even then the price was maintained to a certain extent against any very great collapse by the automatic countervailing increase in the duty on foreign grown grain. In some measure prices were thus equalised for the farmer, but the consumer never got any great share of the benefit from a good wheat crop in England. The duty scale then became operative in preventing imports from abroad.

Mr. Segar could describe the eagerness in Brunswick Street at the periodical announcement of the rates of duty. Calculations could be made provisionally if based accurately on the average prices for English grain, but the official method of reckoning might differ, and involve an unexpected rate of duty to be

paid. A specific lot of wheat just arriving in the Mersey might barely cover cost, or might realise a fine profit, according to the coming figures of customs duty.

It was no wonder that the increasing industrial population were so insistent on Repeal of the Corn Laws, as soon as they could make their influence felt, after the Reform Act of 1832. The inhabitants of Lancashire, especially, were so rapidly reinforced during this epoch by the development of Cotton Spinning.

Japanese legislation now regulates rice imports into the country upon a system somewhat analogous to the British Corn Laws of the early nineteenth century. According to information supplied to the International Institute of Agriculture in Rome, the Japanese Government exempts imported rice from customs duties when the home-grown crop is below a certain level in yield. The Government not only encourages imports at such a juncture, but takes part in importing. In the event of a good crop at home, the duty is raised and facilities for importation are also restricted. It may even be a case of prohibition of imports when the rice crop within the Japanese Empire is so plentiful as to be adequate for all consumers' requirements.

It is permissible to wonder whether the cotton-mill hands of Japan are better satis-

fied with this sliding-scale duty on their rice, than were their Lancashire predecessors as to the incidence of the Corn Laws in this country.

CHIEFLY LIVERPOOL AND LANCASHIRE MEN.

It is not possible, at the present date, to identify the original localities whence came that considerable English majority of members of the Corn Trade to settle in Brunswick Street. We know the countries of the foreigners, we can trace back most of the Scottish element, always tenacious of the distinct nationality, and rightly so. Nor does the difficulty arise when Ireland was native land of the family. But, among the members of the Corn Trade, not more than one-third are to be accounted for in the categories mentioned. At least two-thirds are of English stocks. It is in this direction that identification of locality is sometimes obscure. One can be sure of some that belonged to Liverpool for generations, real "*Dicky Sams*"; and among these we can affirm that a good deal of Liverpool belonged to them, at one time or another. There are Mathers and Walmsleys, Dobells, Procters and Rathbones, among us as were their predecessors of a century or two ago. The Segars and the Prestons no longer hold the property in Liverpool which now would be so valuable,

nor do the Makins own the sites of Great Crosby, once the family farmland.

The Quaker Community was represented by successive generations of Blains and of Leicesters, while Henry Jump, Joseph Pyke, and William Eusebius Henson belonged to the Roman Catholic Section of Lancashire folk, rooted in the county since the middle ages. The Wilsons of High Park Mill learnt their profession at Stockport, which is so nearly Lancashire, and Edward Hutchinson came from Worsley, so reminiscent of the Duke of Bridgwater and of Brindley, engineer of the first Canal. Richard Bennett was proud of his native City of Liverpool, and always on the look-out to aid its progress. Richard Cornelius was keen about the well-being of the Corn Trade Association, and his sons have done good work in the same direction. We may count them among the worthiest of Liverpool citizens. The stock is said to be Cornish, maybe Greek, in some bygone age.

James Wilson of the Union Bank may have been a native of Liverpool, though perhaps the family were migrants from further north. The Association has lately drawn two of its Presidents R. A. and W. M. Love from the Vicarage, at Great Crosby. Richard Love's great feat in rescuing an Australian wheat crop for legitimate consumers, from the army

of weevil, should not be forgotten, either in Europe or "down under."

Of Corn Traders originally from a distance, perhaps the most notable, and, at the same time, the most numerous family were the Woodwards, from Worcestershire; they furnished seven or eight members to the Corn Trade, and most of them did good service to Liverpool in their day. Like several other old names, their places in Brunswick Street know them no more. Still their successors hold their lands in the pleasant Severn Valley.

Joseph Sandars came from Eccleshall in Staffordshire, to found the firm of Sandars & Claxton; tradition says it was four-fifths Sandars and only one-fifth of any other partner's influence, whether his name was Claxton or something else. Like Joseph Sandars, Henry Cotton Tunnicliffe was a considerable landowner in Staffordshire; they both lived in days when close attention to business was only now and then essential. Though separated by many years in their respective ages, they both took much interest in railway development and management. Joseph Sandars has been called the "Father" of the Liverpool and Manchester Railway, and was also active in the further enterprise of the Grand Junction line, both ultimately to form part of the London and North-Western Railway, where H. C. Tunnicliffe was a Director.

E. J. Thornewill came from another side of the same country, where Dove Cliff was the paternal domain, and connections with the Burtons were close. From that neighbourhood at Uttoxeter, William Vernon transferred his flour mills to Birkenhead, and established himself in a Baronetcy.

It was from Shrewsbury that Edmund Taylor came to Liverpool and developed his manifold activities in the Corn Trade Association, and in the fleet of steamers which Charles Campbell dubbed the "Jam Pot" Line; it was really intended for a Flower Pot device on the funnel. Edmund Taylor was one of the best, despite his aggressive manner at times.

Samuel Sanday was, in his youth, recommended by H. C. Woodward to John Bingham & Co., and never looked back during many years of progress and good health. His partners, H. W. Patrick and A. B. Earle, both came from the Midland counties too; Samuel Sanday himself was from Nottingham.

John Francis Goodwin and his son William, were connected with the grain trade for more than a century in all. The family came from the South, Dorset in all probability. William Goodwin, lately deceased, had experience of many countries, holding a Life Fellowship of the Royal Geographical Society for more than fifty years.

T. M. Clunie and Joseph Hubback came

from Berwick-on-Tweed, to Liverpool, and both became identified with this City in different ways. I have not classified them as Scots, though neither would, I think, have objected.

For myself, I am a Londoner born and from early associations with those counties still find much affinity with Kent and Hampshire.

A friend in Buenos Aires invited me to the Scots dinner on a St. Andrew's Day, if I could claim by any sort of way a Scottish origin. The best I could do was to state the fact of my father being born at Berwick. My host was perfectly satisfied.

SPORTSMEN.

The typical instance, the shining example, the real lover of sport for its own sake, were present in the case of E. J. Thornewill, who gained that success at Aintree which is most coveted by all genuine lovers of the steeplechase. No records are available as to the mode of acquisition of "*Gamecock*," whether the horse was bred in his stables at Sandiway, or whether it came to him by purchase, we do not know. He certainly chose the name, one which indicates his confidence in the qualities of the animal. He never ventured to foretell success, but he always did his best to ensure it. It was, I believe, a great race, even among the Grand Nationals of those

days, and "*Gamecock*" was in the running from the start. Thornewill's brother-in-law, Robertson Gladstone, telegraphed congratulations by quoting a popular ballad of the period "Oh what a surprise," but it was not so much of a surprise really. The people about "*Gamecock*," rider and all others, thoroughly understood the horse. It was not many months later that "*Gamecock*" was sold for £1,500; the buyer was better known as "The Jubilee Plunger," than by his real name of Benson. The Jubilee, of course, was that of the year 1887. The "Plunger" came to grief, financially, as might be expected. I know nothing more concerning the Life and Adventures of "*Gamecock*."

Of course, it was not only in Steeplechasing that real sportsmen are keen. The racing calendar was familiar to Thornewill, he would come in quite early to the office, well equipped with overcoats and field glasses for Chester, Shrewsbury, Manchester, nor were Ascot or Newmarket altogether too distant, though latterly his state of health necessitated special precautions if away from home surroundings.

One heard a good deal about hunters too, as well as racers, but the pursuit of knowledge in those directions seemed altogether too complicated, when there was a lack of opportunity for practising. It would require

a lively imagination to envisage the hunting field, when one's landscape consisted of the now vanished alley of Chorley Street and its cotton warehouses.

In the family, W. E. Gladstone was always "The Premier," no matter which of the front benches he occupied at the moment. They had a gathering when he came to Court Hey, and everything gave way to his plans, which were so painfully exact. One Sunday afternoon he was to walk across the fields to Childwall Church, with Mrs. Gladstone. "I shall be ready at the door at twenty-seven minutes to three o'clock!" and so he was, but the lady was minutes later, as usual. Perhaps the Premier had learnt to allow some margin in such a case. In earlier days, E. J. T. had been a good stand-by in the Liverpool Cricket eleven, when their ground was still at Wavertree Bridge. How many years have gone by since the shunting engines took the place of the batsman, and the Club pavilion gave way to the goods-sheds of Edge Hill Station?

Arthur Sidney served his apprenticeship with Segar & Tunnicliffe, and was as successful in sport, with Thornewill's approbation, as he became for a time, in the Californian wheat business. His speciality was at Altcar, with a good try for the Waterloo Cup. For many years William Blain seldom missed riding to hounds, and established a family

tradition well-kept up. Two Presidents of the Association, William Paul and John Westgate, were well-known figures, too, in the hunting field. Alexander Comerford could take his fences in steeplechasing as well as any man, and, in more recent days, Percy Sanday has been successful in training chasers. James Rank is the owner of the finest kennel of Great Danes and Irish Wolf-hounds in the country.

Henry Williams owns a stud farm at Heswall and a dairy farm at Pulford.

We have made no more than a beginning among the ranks of Corn Trade Sportsmen.

PUBLIC SERVICE.

One can do little more than to trace out the types of national and civic service rendered by members of the Corn Trade in Liverpool.

The men themselves were diverse, their surroundings different, the bent of their minds liable to change as new issues presented themselves.

The most useful public service is often that which can be deflected from one valuable aim to another object, perhaps less important at the moment, but needing prompt support to be made effective.

The first Corn Trade Mayor of Liverpool was Joshua Walmsley, partner in a business already venerable in 1839, when he was

elected to the Chair. He was therefore Mayor when the wedding of Queen Victoria took place in February, 1840, and was one of those selected for a Knighthood on that occasion. He seems to have made good play with the handle to his name, being a successful candidate for Parliament at Leicester, though he had never been near the top of the poll in Liverpool. He turned over a new leaf by retirement from the Corn Trade, and opening the booksellers' shop in Lord Street, still in the family. Continuing the panel of Mayors from Brunswick Street, we come to Joseph Hubback, thirty years later, who also had had his try for Parliament in 1865, when, at his native Berwick, he was last on the poll ; his explanation was that he would not pay for votes ! Quite a long way down the list of Lord Mayors is the next member of the Corn Association in the person of S. Mason Hutchinson, the first Corn Miller elected to that Chair, but not the last, as Frank Wilson took the same position some ten years later. We all know the strenuous work entailed by entering the City Council. It was when Joseph Hubback was an Alderman that the Rivington Water was first brought to Liverpool, and the beginnings of Vrynwy were planned, all while he was Chairman of the Water Committee. Frank Wilson's technical familarity with electric plant must have been of vast importance to the ratepayers of Liver-

pool during all the recent years. The steady persevering work of Thomas Augustus Patterson as a Councillor was all to the good; Herbert Harrison's early death so soon succeeded his election to the Council Chamber, but his example was followed by his brother, Frederick Harrison. We have always had two members of the Corn Trade at the Mersey Dock Board since that body was inaugurated in 1858, the duties are far less onerous than those of the City Council, and confer the privilege of exemption from serving on ordinary or Special Juries. Still, there is a considerable sacrifice of time involved at the Dock Office as well as at the Chamber of Commerce, of course the work is most useful in both capacities, though not well arranged for participation by active business men.

Among members of Parliament who were also members of the Liverpool Corn Trade Association was Stephen Williamson, representing first the St. Andrew's Burghs, and afterwards Kilmarnock; clearly he was *persona grata* in his native land, as was also the case with his son, Sir Archibald Williamson, who held Elgin and Nairn until he donned the ermine as Lord Forres. Sir Robert Balfour held one of the Glasgow divisions as long as he wished to do so. William Rathbone was, for some years, member for an undivided Liverpool, when the Liberals' sun was generally in the ascendant; the parcelling into

ward politics left no place for so fine a member for all Liverpool, and Mr. Rathbone won Carnarvonshire instead. Hugh Rathbone, his nephew, was M.P. for Wavertree in one of the short Parliaments, but it is not only in Imperial politics that the Pro-Chancellor of Liverpool University has earned his laurels.

Edward Paul, second of the name, has been a strong candidate for the House of Commons, but never has he quite attained success.

In another phase of politics, our shining example was Edmund Taylor, who, in his prime, loved a fight, and never spared time or trouble in carrying through to success. At first he was at work in Liverpool ; later he confined his great activities to the Cheshire side of the Mersey, but including the Wirral Division, as well as Birkenhead Borough. How many valuable causes he furthered in those localities, it would be difficult to say. He was such an excellent Chairman of Committee or of a public meeting, and his fiery advocacy of his pet schemes became little less intense as life went on.

Charles Procter and Edmund Taylor worked well together in those Cheshire undertakings ; Charles Procter had a seat as Alderman in the Birkenhead Town Council for many years, and he, like Edmund Taylor, made a special point of Education, before it became fashionable to take up this subject.

There are other monuments to Alexander

Balfour, besides the Statue in St. John's Garden ; the Seamen's Orphanage owes much to his initiative, and so does the Young Men's Christian Association, as far as the Liverpool branch is concerned.

The support and extension of hospitals and kindred institutions always attracts the benevolent, a class well represented in the Corn Trade Association throughout its existence. When men of sound judgment can join with it a sympathetic temperament and a well furnished purse, these establishments can achieve great things under such guidance. When a patriotic citizen of Liverpool, such as Oswald Dobell is also minded to present the Treasury with £10,000 in reduction of the National Debt, the good example is soon followed by a similar donation. Let us hope for others ; seven hundred and thirty thousand of like amounts would extinguish our obligations, but I am afraid there is no such number of well-to-do Empire dwellers, and they have to be not only rich but patriotic.

I trust that I have not made a mistake in the number of 000's !

Price of Wheat During Five Centuries.

The annexed tables of annual average prices of wheat during five centuries (1401-1929) present features of considerable interest. The figures relating to the Corn market of Strassburg have been adopted for the earlier portion of the record (1401-1655). These yearly averages were furnished in marks per hectolitre; a reduction into British sterling has been effected at the rate of marks 20·40 to the pound, for the quarter of 480 lbs. It is a matter of uncertainty as to the value of any coinage in medieval times, yet the fluctuations from year to year should afford some basis of comparison. Throughout those centuries Strassburg was a Free Imperial city of Germany, and its markets were of great importance.

For another two centuries (1656-1861) the annual averages are those of English Wheat. For the last 68 years the average prices of Good Red Wheat in Liverpool are adopted.

The very low Strassburg figures common in the fifteenth and sixteenth century, and occasionally recurrent in the seventeenth, are evidences rather of the high value of coined money than of any unremunerative production. The very high averages of 1623 and 1635-1639 may have resulted from devastation in the long wars that ravaged Germany and created famines.

The two hundred English Wheat averages that follow also testify to very wide fluctuations; the extremes are (1812) 126/6, and (1743-1744) 22/1, with all manner of intermediate figures.

Those of Liverpool Red Wheat also range between 22/2 in 1894 and 97/10 in the post-war season of 1920.

An exhaustive study of these 529 annual averages would be a valuable enlightenment for those minds which desire to stabilize wheat prices. The figures indicate that circumstances may bring about fluctuations in value amounting to 400 or 500 per cent. above the lowest averages, and this has occurred in every section of the tables. It is therefore evident that no effective machinery can be devised for altering the natural course of events. The substitution of a Government control cannot be too strongly deprecated, in view of the absurdly high average of 97/10 per 480 lbs., which prevailed under that regime, not in war-time, but in the second year after the Armistice (1920).

PRICE OF WHEAT DURING FIVE CENTURIES.

From 1401 to 1655, price in Strassburg (for English equivalents a hectolitre reckoned equal to 2.75 bushels or 165 lbs.—20.40 marks=£1). 1656 to 1861, price of English wheat; 1862 onwards, price of Good Red Foreign Wheat in Liverpool.

	Per Qr. s.	d.		Per Qr. s.	d.		Per Qr. s.	d.		Per Qr. s.	d.		Per Qr. s.	d.
1401	10	0	1452	6	5	1503	7	1	1554	10	0	1605	16	5
1402	7	1	1453	7	1	1504	6	5	1555	12	9	1606	16	5
1403	10	0	1454	7	10	1505	5	8	1556	16	5	1607	20	0
1404	10	0	1455	8	7	1506	4	3	1557	10	3	1608	22	1
1405	8	7	1456	9	3	1507	5	0	1558	10	3	1609	25	8
1406	7	1	1457	9	8	1508	3	7	1559	14	3	1610	34	6
1407	8	7	1458	10	0	1509	2	2	1560	15	8	1611	31	4
1408	10	0	1459	10	3	1510	5	8	1561	18	6	1612	29	8
1409	8	7	1460	10	8	1511	10	3	1562	27	1	1613	17	1
1410	7	10	1461	7	10	1512	7	1	1563	11	5	1614	28	6
1411	8	7	1462	7	1	1513	7	1	1564	11	5	1615	25	8
1412	9	3	1463	6	5	1514	7	1	1565	15	8	1616	19	3
1413	9	3	1464	3	7	1515	8	7	1566	22	1	1617	17	1
1414	7	10	1465	4	3	1516	10	10	1567	15	8	1618	16	5
1415	7	10	1466	4	3	1517	10	8	1568	10	8	1619	12	9
1416	8	7	1467	5	0	1518	5	0	1569	12	9	1620	12	9
1417	10	0	1368	5	0	1519	5	0	1570	20	0	1621	12	1
1418	7	1	1469	5	2	1520	5	8	1571	32	10	1622	15	8
1419	5	8	1470	5	0	1521	7	1	1572	21	5	1623	78	5
1420	7	1	1471	5	0	1522	6	5	1573	41	4	1624	37	9
1421	8	7	1472	5	0	1523	7	1	1574	29	8	1625	27	1
1422	7	1	1473	4	3	1524	5	8	1575	20	0	1626	44	2
1423	5	8	1474	4	3	1525	5	8	1576	11	5	1627	30	7
1424	6	5	1475	4	3	1526	5	0	1577	13	7	1628	35	7
1425	9	3	1476	4	3	1527	5	0	1578	11	5	1629	43	10
1426	10	0	1477	4	7	1528	7	1	1579	22	10	1630	41	4
1427	6	10	1478	5	0	1529	10	0	1580	23	6	1631	32	10
1428	7	10	1479	5	0	1530	11	5	1581	31	4	1632	24	11
1429	15	0	1480	5	8	1531	15	0	1582	22	10	1633	29	8
1430	12	7	1481	14	3	1532	10	0	1583	20	0	1634	42	9
1431	11	5	1482	13	7	1533	10	8	1584	14	3	1635	58	6
1432	10	8	1483	10	0	1534	8	7	1585	22	10	1636	102	8
1433	10	0	1484	7	1	1535	8	7	1586	38	6	1637	91	3
1434	9	3	1485	5	0	1536	7	10	1587	27	1	1638	101	3
1435	8	7	1486	7	10	1537	8	7	1588	27	1	1639	68	5
1436	7	10	1487	5	8	1538	10	8	1589	29	8	1640	43	6
1437	7	1	1488	7	1	1539	7	1	1590	27	1	1641	47	9
1438	12	1	1489	8	7	1540	7	1	1591	20	8	1642	41	4
1439	14	3	1490	11	5	1541	7	1	1592	24	3	1643	34	3
1440	23	6	1491	12	1	1542	5	8	1593	32	1	1644	41	4
1441	17	1	1492	11	5	1543	14	3	1594	25	11	1645	32	10
1442	14	3	1493	10	0	1544	15	0	1595	32	1	1646	20	0
1443	12	1	1494	5	0	1545	17	1	1596	25	8	1647	10	8
1444	9	3	1495	4	3	1546	15	8	1597	26	5	1648	13	7
1445	7	10	1496	5	8	1547	7	1	1598	21	5	1649	22	10
1446	10	8	1497	5	8	1548	8	7	1599	17	10	1650	34	3
1447	7	1	1498	6	5	1549	9	3	1600	22	1	1651	33	6
1448	6	5	1499	7	1	1550	15	0	1601	22	10	1652	26	5
1449	5	8	1500	9	3	1551	13	7	1602	22	10	1653	12	9
1450	7	1	1501	7	10	1552	12	1	1603	23	6	1654	12	1
1451	7	1	1502	9	3	1553	11	5	1604	22	1	1655	8	7

PRICE OF WHEAT DURING FIVE CENTURIES—*contd.*

	Per Qr. s.	d.		Per Qr. s.	d.		Per Qr. s.	d.		Per Qr. s.	d.		Per Qr. s.	d.
1656	38	2	1711	48	0	1766	43	1	1821	56	1	1875	46	0
1657	41	5	1712	41	2	1767	57	4	1822	44	7	1876	46	5
1658	57	9	1713	45	4	1768	53	9	1823	53	4	1877	55	11
1659	58	8	1714	44	9	1769	40	7	1824	63	11	1878	48	2
1660	52	2	1715	38	2	1770	43	6	1825	68	6	1879	46	11
1661	62	2	1716	42	8	1771	47	2	1826	58	8	1880	47	1
1662	65	9	1717	40	7	1772	50	8	1827	58	6	1881	49	0
1663	50	8	1718	34	6	1773	51	0	1828	60	5	1882	47	2
1664	36	0	1719	31	1	1774	52	8	1829	66	3	1883	43	6
1665	43	10	1720	32	10	1775	48	4	1830	64	3	1884	36	10
1666	32	0	1721	33	4	1776	38	2	1831	66	4	1885	35	5
1667	32	0	1722	32	0	1777	45	6	1832	58	8	1886	33	5
1668	35	6	1723	30	10	1778	42	0	1833	52	11	1887	32	10
1669	39	5	1724	32	10	1779	33	8	1834	46	2	1888	35	2
1670	37	0	1725	43	1	1780	35	8	1835	39	4	1889	34	2
1671	37	4	1726	40	10	1781	44	8	1836	48	6	1890	34	2
1672	36	5	1727	37	4	1782	47	10	1837	55	0	1891	39	5
1673	41	5	1728	48	5	1783	52	8	1838	64	7	1892	32	10
1674	61	0	1729	41	7	1784	48	10	1839	70	8	1893	26	8
1675	57	5	1730	32	5	1785	51	10	1840	66	4	1894	22	2
1676	33	9	1731	29	2	1786	38	10	1841	64	4	1895	24	4
1677	37	4	1732	23	8	1787	41	2	1842	57	3	1896	27	8
1678	52	5	1733	25	2	1788	45	0	1843	50	1	1897	32	2
1679	53	4	1734	34	6	1789	51	2	1844	51	3	1898	34	6
1680	40	0	1735	38	2	1790	54	9	1845	50	10	1899	27	5
1681	41	5	1736	35	10	1791	48	7	1846	54	8	1900	29	0
1682	39	1	1737	33	9	1792	43	0	1847	69	9	1901	28	0
1683	35	6	1738	31	6	1793	49	3	1848	50	6	1902	29	1
1684	39	1	1739	34	2	1794	52	3	1849	44	3	1903	29	6
1685	41	5	1740	45	1	1795	75	2	1850	40	3	1904	32	6
1686	30	2	1741	41	5	1796	78	7	1851	38	6	1905	32	11
1687	22	4	1742	30	2	1797	53	9	1852	40	9	1906	31	5
1688	40	10	1743	22	1	1798	51	10	1853	53	3	1907	34	4
1689	26	8	1744	22	1	1799	69	0	1854	72	5	1908	35	11
1690	30	9	1745	24	5	1800	113	10	1855	74	8	1909	40	1
1691	30	2	1746	34	8	1801	119	6	1856	69	2	1910	35	4
1692	41	5	1747	30	11	1802	69	10	1857	56	4	1911	33	10
1693	60	1	1748	32	10	1803	58	10	1858	44	2	1912	38	7
1694	56	10	1749	32	10	1804	62	3	1859	43	9	1913	35	5
1695	47	1	1750	28	10	1805	89	9	1860	53	3	*1914	38	6
1696	63	1	1751	34	2	1806	79	1	1861	55	4	1915	59	0
1697	53	4	1752	37	2	1807	75	4				1916	65	7
1698	60	9	1753	39	8	1808	84	4	1862	52	6	1917	80	8
1699	56	10	1754	30	9	1809	97	4	1863	44	0	1918	79	2
1700	35	6	1755	30	1	1810	106	5	1864	40	5	1919	82	10
1701	33	5	1756	40	1	1811	95	3	1865	44	2	1920	97	10
1702	26	2	1757	53	4	1812	126	6	1866	50	0	†1921	75	1
1703	32	0	1758	44	5	1813	109	9	1867	65	10	1922	54	0
1704	41	4	1759	35	3	1814	74	4	1868	58	8	1923	47	1
1705	26	8	1760	32	5	1815	65	7	1869	43	11	1924	52	6
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1709	69	9	1764	41	5	1819	74	6	1873	58	7	1928	47	11
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